

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

ENTERED AT NEW YORK AT SECOND-CLASS RATES.

Vol. 47.

New York and Chicago, December 7, 1912.

No. 23.

## MEAT AND LIVESTOCK SUPPLIES.

Receipts of livestock at six principal markets for the first eleven months of the year when figured up show that there were 730,000 less cattle marketed at those points than for the eleven months of 1911. Hog marketing at six points was 150,000 less, but sheep marketing was 300,000 greater.

Combined receipts at six markets for 1912 to date and same period a year ago are estimated by the Chicago Drovers' Journal as follows:

	1912.	1911.
Cattle .....	6,961,000	7,694,000
Hogs .....	17,082,000	17,236,000
Sheep .....	12,159,000	11,853,000
Totals .....	36,202,000	36,783,000

For the eleven months the figures show total receipts of hogs at eleven markets as 22,220,000, compared to 22,468,000 for a similar period of 1911, and 17,159,000 in 1910.

## CHAMPION STEER NEVER SAW CORN.

J. D. McGregor's two-year-old grade Angus bullock Glencarnock was awarded the sweepstakes prize for fat steers at the International Livestock Exposition at Chicago this week. The Iowa Agricultural College candidate, Black Rock, was made reserve champion. The sweepstakes winner is a Manitoba product.

Glencarnock's victory means more than appears on the surface. He never knew the taste of corn, being a product of grass and small grains, oats and barley. McGregor has demonstrated that beef making outside the corn belt is practicable. Glencarnock is an ideal butcher bullock. He carries no surplus fat and on the block his product will need little trimming. The beef is placed where it will sell to the best advantage, which, after all, is the supreme test of merit. That is what makes the profit for the grower and the butcher both.

## TWELVE CENTS FOR BEEF STEERS.

The highest price ever paid for beef steers on the open market at Chicago was obtained on Monday morning, when one lot of ten head of Angus yearlings was bought by Armour & Company at \$12 a hundredweight. These animals were cut out of cattle consigned to the International Live Stock Show and were of extra fine quality. The highest previous figure for steers here was \$11.05, paid October 23.

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## SECRETARY WILSON'S REPORT

### Sixteenth Annual Review by the Secretary of Agriculture

The annual report of James Wilson, Secretary of Agriculture, covering the work of the Department for the fiscal year 1912, is given to the public today. It is Secretary Wilson's sixteenth consecutive year in this position—a record among Cabinet officials.

The report naturally treats of the enormous crop yield of the United States during the recent harvest. Secretary Wilson suggests that the most effective move toward the reduction of the cost of living is the production of greater crops. He gives the Department of Agriculture and allied agencies the credit they deserve for educational work which has brought about increased crop production. He holds out hope for the future with the assertion that our fields can and will steadily increase their output in coming years, as ways and means of growing heavier crops become better understood.

He says nothing about the vital necessity for increased livestock production or greater meat supply. This is presumably included in the general term "greater crops."

#### Figures on the Meat Inspection.

That feature of the report of closest interest to the meat industry is the discussion of the work of the Bureau of Animal Industry. Secretary Wilson calls attention to the fact that 60 per cent. of the meat of the United States is now government-inspected. The annual \$3,000,000 appropriation is now exhausted, and Congress will be asked for \$300,000 more each year for this purpose.

There were 6,000,000 more animals inspected than in the preceding year. From 1897 to 1912 the animals inspected increased from 26,000,000 to over 50,000,000 head. The number of inspected establishments grew from 128 to 847. In the six years of the new law the Federal Service inspected 321,000,000 animals, and condemned less than 1,000,000 carcasses, and about 4,500,000 parts of carcasses. There have been 311 cases alleging violations of the new law, and 168 convictions, mostly cases of farmers and others shipping immature veal carcasses from the country to market.

Tuberculosis continues to be the chief cause of condemnations for disease among meat animals, the Secretary reports. The success of the tuberculin test has been pronounced, he says. In the case of the District of Columbia, for instance, cases of tuberculosis were reduced from 19 per cent. to 1 per cent.

as a result of testing and removing the affected animals.

But to get back to the matter of food supplies.

#### Most Productive of All Years.

Most productive of all agricultural years in this country has been 1912, declares the report. The earth has produced its greatest annual dividend. The sun and the rain and the fertility of the soil heeded not the human controversies, but kept on working in cooperation with the farmers' efforts to utilize them. The reward is a high general level of production. The man behind the plow has filled the Nation's larder, crammed the storehouses, and will send liberal supplies to foreign countries.

The prices at the farm are generally profitable, and will continue the prosperity that farmers have enjoyed in recent years. The total crop value is so far above that of 1911 and of any preceding year that the total production of farm wealth is the highest yet reached by half a billion dollars. Based on the census items of wealth production on farms, the grand total for 1912 is estimated to be \$9,532,000,000.

During the last 16 years the farmer has steadily increased his wealth production year by year, with the exception of 1911, when the value declined from that of the preceding year. If the wealth produced on farms in 1899 be regarded as 100, the wealth produced 16 years ago, or in 1897, is represented by 84, and the wealth produced in 1912 by 202. During the 16 years the farmers' wealth production increased 141 per cent.

The wealth production on farms during the last 16 years reached the grand total of more than \$105,000,000,000. This stream of wealth has poured out of the farmers' horn of plenty, and in 16 years has equaled about three-quarters of the present national wealth.

#### Volume and Value of Animal Products.

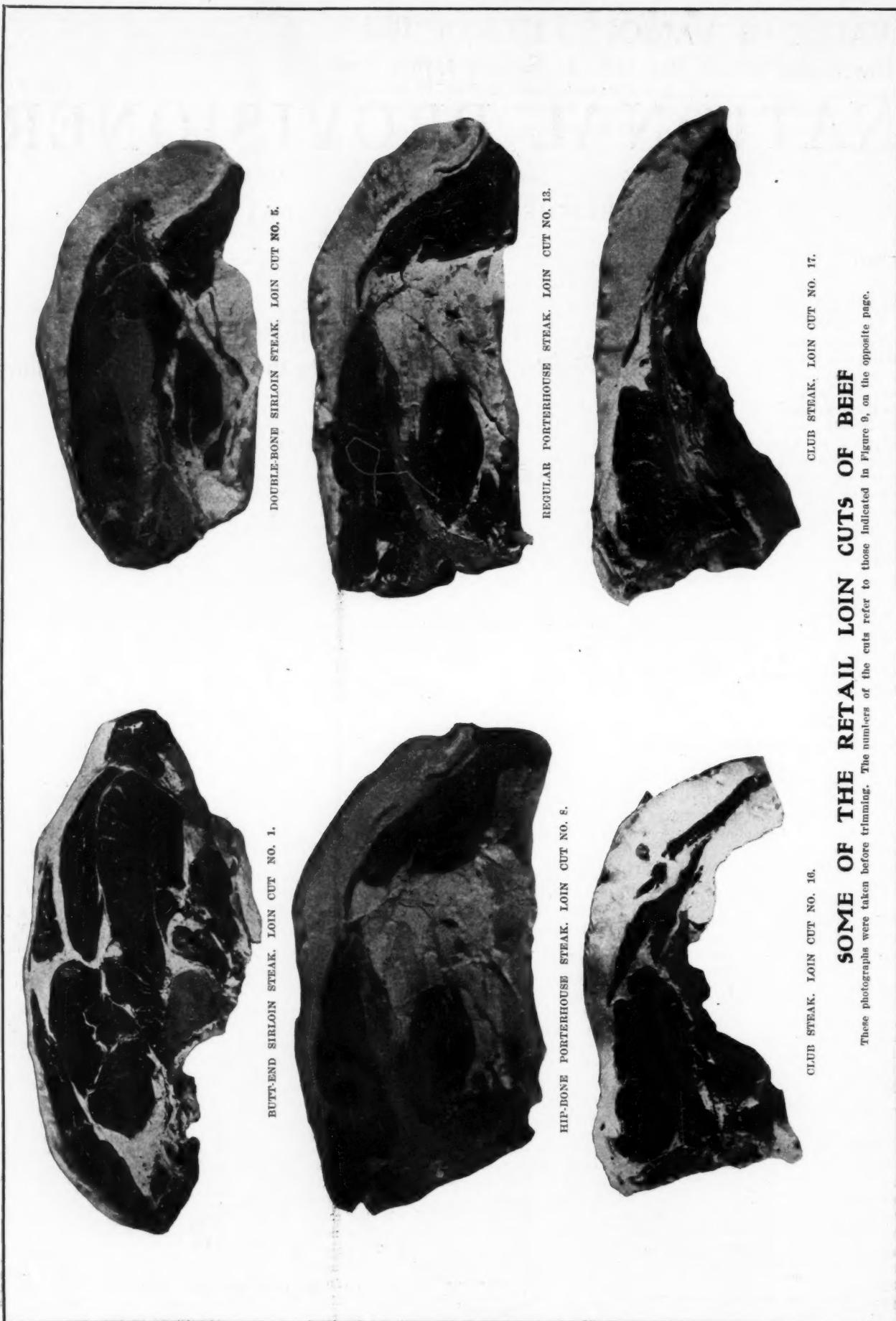
The animals sold from the farm and the animals slaughtered on it together number about 111,000,000, and the farm value of these animals is estimated at \$1,930,000,000.

The total value of the animal products of the farm in 1912 is estimated to be about \$3,395,000,000. This is a larger value than that of 1911, but is about \$150,000,000 below the estimate for 1910, which is the only year that exceeds 1912 in value of animal products produced on farms.

While animal products are about one-third of the wealth production on farms in 1912, the crops are about two-thirds. Their value is \$6,137,000,000, an amount which is vastly above the high-water mark of total crop value in 1911.

The dairy cow is one of the principal producers of wealth on the farm, and the value of her products in 1912 is estimated at about \$830,000,000, an amount which exceeds the

(Continued on page 22.)



## VALUE OF VARIOUS CUTS OF BEEF

### Knowledge Which May Help to Reduce Living Cost

By L. D. HALL, Assistant Chief in Animal Husbandry, and A. D. EMMETT, Assistant Chief in Animal Nutrition, University of Illinois Agricultural Experiment Station.

(Continued from last week.)

[EDITOR'S NOTE.—This series of articles reports the salient points in an investigation which strikingly sustains the claims of the meat trade as to the value of the cheaper cuts of beef. It is something that should be brought to the attention of those who complain of high meat prices, and yet insist upon buying nothing but costly beef cuts.

In previous issues the general plan of testing the value of various beef cuts was explained, and a report of the slaughter tests on selected animals was given. The chemical composition of the meat was also described.]

#### Retail Cuts.

The wholesale cuts (previously described and illustrated) were further divided into the various retail cuts that are commonly made in meat markets. Fig. 9 represents the manner of cutting and the location of the different cuts. The weight of each, taken immediately upon cutting, was duly recorded. The cuts that required trimming to remove surplus fat and bone were so trimmed in accordance with meat-market custom, the trimmings and the trimmed cut being weighed in each case.

Each retail cut was then carefully separated by means of boning knives into lean, visible fat and bone, and the weight of each portion recorded.<sup>1</sup> In the case of trimmed cuts the different constituents of the trimmings were likewise separated and weighed.

In order to compare the various retail cuts as to their relative amounts of lean, fat and bone, the weights of these constituents have been reduced to percentages; and in the interest of brevity, average percentages of the respective constituents yielded by corresponding cuts from the three sides of beef are made the basis of the following summary and discussion. Some of the tables represent untrimmed cuts. Further differences brought about by trimming will be briefly summarized in connection with the discussion of the various cuts, and will be considered more specifically in the following section with reference to the question of relative economy.

#### Loin.

With reference to the proportions of lean and fat in the cuts of the loin (Table 12) it will be noticed that the sirloin steaks are in general leaner than the porterhouse and club steaks, and that all of the latter are comparatively similar in this respect. The percentage of bone varies considerably; and it is apparent that the double-bone, hip-bone and club steaks have relatively more bone than the remainder of the loin, owing to portions of the hip-bone contained in the former and of the thirteenth rib in the latter.

It is evident from these figures that while porterhouse steaks command a higher price than sirloin, they actually contain a smaller proportion of lean meat and more excess fat.

[The illustrations of the loin cuts shown herewith are made from photographs of the cuts taken from the choice steers used in

<sup>1</sup>In the case of Steer No. 1 the weight of bone in each cut was determined by difference. In Nos. 2 and 3 the bone was weighed separately, which accounts for the slight amounts of loss and error recorded in those instances and in the general averages.

<sup>2</sup>This cut was made from the loins of Steers Nos. 1 and 2 only.

<sup>3</sup>This cut was made from the loins of Steers Nos. 2 and 3 only.

<sup>4</sup>This cut was made from the loin of Steer No. 3 only.

these tests. The names of the cuts are those by which they are known in Chicago and other markets. In New York the sirloin cut shown is called a round-bone steak. The loin is cut shorter and the entire butt or end is cut off the loin and sold as top sirloin. The other cuts are recognized everywhere by the titles given.—Editor.]

Trimming the retail cuts of the loin reduces their weight about 12 per cent. The relative amount of trimmings is similar in the three classes of steaks; but those from the porterhouse cuts contain the largest proportion of fat, while the sirloin trimmings contain the most bone. The trimmings from the various loin steaks consist of about 80 per cent. visible fat, 18 per cent. bone and 2 per cent. lean.

(To be continued.)

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

Table 12.—Percentages of Lean, Visible Fat and Bone in the Retail Cuts.

Retail loin cuts.	Lean.	Fat.	Bone.	Total.
1. Sirloin steak (butt-end).....	70.46	23.32	5.67	99.45
2. Sirloin steak (wedge-bone) .....	69.82	23.27	6.40	99.49
3. Sirloin steak (round-bone) .....	65.71	28.17	5.37	99.25
4. Sirloin steak (round-bone) .....	61.43	29.18	8.94	99.55
5. Sirloin steak (double-bone) .....	59.01	26.55	13.84	99.40
6. Sirloin steak (double-bone) <sup>1</sup> .....	68.69	17.72	12.49	98.90
7. Sirloin steak (hip-bone) <sup>2</sup> .....	50.11	31.73	16.05	97.89
8. Porterhouse steak (hip-bone) .....	54.39	32.88	11.51	98.78
9. Porterhouse steak .....	53.78	39.22	5.80	98.80
10. Porterhouse steak .....	53.56	39.24	6.64	99.44
11. Porterhouse steak .....	59.41	32.93	6.46	98.80
12. Porterhouse steak .....	56.22	35.96	6.84	99.02
13. Porterhouse steak .....	55.49	35.41	8.23	99.13
14. Porterhouse steak .....	54.83	34.33	9.52	98.68
15. Porterhouse steak .....	50.04	41.44	7.77	99.25
16. Club steak .....	55.38	36.35	7.89	99.82
17. Club steak .....	55.33	32.93	12.80	99.06
18. Club steak .....	54.10	33.81	11.19	99.10
19. Trimmings (wholesale) <sup>3</sup> .....	9.70	90.21	0	100.00
Entire loin .....	58.53	31.75	8.89	99.17

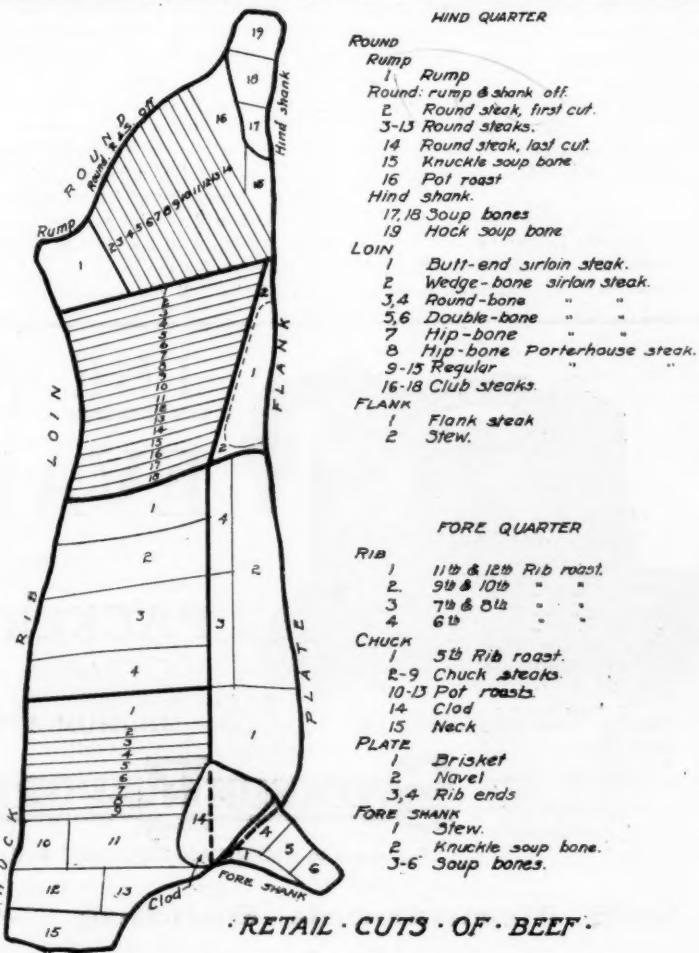


FIG. 9.—METHOD OF CUTTING, SHOWING RETAIL CUTS.

## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### TO MAKE GOOD SAUSAGE.

(Continued from last week.)

To obtain a good sausage there must be cleanliness in all operations, good meat, good seasonings and spices. A requisite in sausage manufacture essential to success is absolute cleanliness everywhere and at all times. This cannot be too strongly emphasized.

When the operations for the day are completed, tables, benches, floors and all machinery and utensils used should be thoroughly washed and scrubbed with scalding hot water, to which has been added some sal soda. This removes the grease and other accumulations of the day from these articles, and prevents them becoming foul and breeding places for flies and germs. It also leaves everything in condition to start work again without any unnecessary delay.

After washing the cutters, stuffers, etc., rub all the iron and steel parts which come in contact with the meat with a cloth saturated with cottonseed oil or pure neat's foot oil to prevent formation of rust. The former oil is in general use for this purpose. After floors and benches are scraped and scrubbed, before they become perfectly dry, salt should be scattered very freely over them. By this they are kept sweet and in a presentable condition.

The value of water as a cleanser and disinfectant is too well known to need discussion. Its plentiful use at all times is a safeguard against foul and disagreeable odors.

An important item to be considered in connection with every establishment of this kind is a reliable supply of good water free from and guarded against contamination.

Ample provision for good sewers and drainage must also be made. Wherever practicable, tile instead of wood should be used for this purpose, as the latter will in a short time become very foul, and instead of eliminating conditions that tend to create nuisances they will become nuisances themselves.

All waste and wash water should be conducted to catch-basins, where any grease carried by the water and washings will be caught and saved. The catch-basin is an important adjuster to all places handling animal products, and it saves annually many thousand pounds of grease, which otherwise by escaping into the sewer would become a total loss.

In sausage-making, as in nearly all manufactures, the cost of production decreases correspondingly with the increased quantity produced. As the work proceeds, methods and skill improve, and the quality of the article becomes better and more uniform. If the plant is well equipped and properly conducted, the result is certain to produce a class of high-grade sausages and kindred products.

(To be continued.)

### LABELLING OF LARD COMPOUNDS.

Government inspection regulations concerning the labelling of lard compounds have been very minute and rigorous. In the latest notice to inspectors the Bureau of Animal Industry gives further instructions concerning the labelling of lard compounds which are even more definite, specifying the arrangement of words, size of letters and other details which will require packers to make an entirely new set of stencils and labels. Time will be given for the using up of labels now on hand, but all old stencils must be de-

stroyed immediately and new ones made. The notice reads as follows:

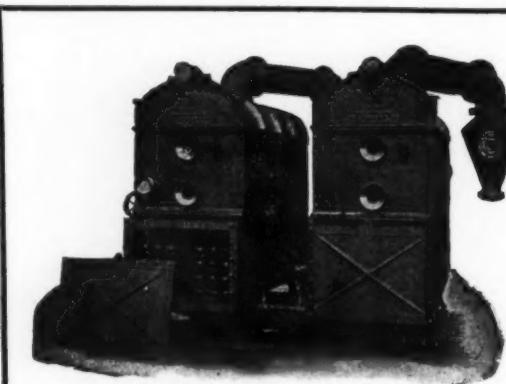
In future when preparing labels, stencils, etc., for compounds the following instructions should be carefully observed: The words "compound" or "lard substitute" followed by the words "composed of" should appear in a prominent manner preceding the names of the ingredients. If desired, the term "lard compound" may be used instead of the word "compound," provided, of course, the product contains not less than 50 per cent. pure lard.

The names of the ingredients should appear in the order of their percentages; thus, if the percentage of cottonseed oil in a product is greater than that of oleo stearin, the latter name should follow the words "cottonseed oil." In this connection attention is again called to the necessity of accompanying labels, etc., with a list of the ingredients and the percentage of each, as instructed in Service Announcements of September 16, 1912, under the heading "Labels, Cartons, etc., for Prepared Meats and Products."

All stencils for compounds now in use which do not conform to the above requirements should be immediately corrected, and imprints forwarded to this office for approval. A reasonable time will be allowed for the use of labels and other advertising matter (other than stencils) now on hand which were formerly approved but which do not meet the above requirements. Such temporary approval will be granted upon the receipt of triplicate copies of the labels, etc., accompanied by information relative to the number on hand and the length of time it will take to exhaust the supply.

### USE OF PRIVATE MEAT BRANDS.

Inspectors in charge of meat inspection are requested to forward to the bureau impressions of the various brands used on meats by local authorities and private individuals (kosher butchers, meat dealers, etc.), together with a description of the brands, the purpose for which they are used, and the manner and the location in which they are applied, also the color of ink used, and where bureau ink is used this should be stated. This information is desired for brands other than those which have been approved by the bureau.



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THE CONSUMER WAKES UP

The butter interests have utilized many methods to maintain a monopoly of the market for their product. But the day is past when they can "get away with" many of them. The cost of living has at last aroused the lethargic consumer, and he is beginning to fight his own battles. The spectacle of 35 to 50-cent butter compared to 25-cent oleomargarine is too much for him, and he is "up on his hind legs" making a lusty howl about it.

One of the devices for keeping up the butter price has been the tax on dealers in oleomargarine. In addition to Federal taxes on the manufacture of the competitive product, the butter people have seen to it that there was a Federal tax on dealers, and in many States there has been an additional State tax for selling any competitor of butter.

THE NATIONAL PROVISIONER.

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Take Vermont as an example. There is a State tax there of \$100 per year on retailers who sell oleomargarine. This State tax is in addition to the Federal tax of \$48 per year, and is a burden which most retailers cannot carry. The result is that they cannot sell oleomargarine, or if they do they must put up the price to cover the tax burden.

This is just what the butter people want, of course. It helps them to maintain high prices for butter. Indeed, it is likely that if oleomargarine commanded a price approximating high butter prices there would be less opposition to it from the butter people. Their righteous indignation against this "counterfeit," this "axle grease," would suddenly and mysteriously abate! All they want is the money—and the consumer pays!

But to get back to Vermont. The newspapers of the State are beginning to wake up to the situation as it affects the consumer. They are championing a bill which has been introduced in the Vermont Legislature to repeal the \$100 State tax on retailers of oleomargarine. Says the Rutland Herald:

There are thousands of people in Vermont who cannot afford to use butter at the present quotations and who would gladly substitute oleomargarine if they could purchase the product in their town. They cannot purchase this substitute for butter for the reason that a retailer's license of \$100 a year is prohibitive so far as the small city merchant and the small store proprietor in country towns are concerned.

That Vermont's dairy interests should be protected is true, but the consumer has a right to choose between butter and a substitute. If he lives in Rutland or some of the other cities or large towns, it is possible for him to purchase a substitute for butter, as some of the large merchants find it profitable to pay the \$100 a year State license fee. When the merchant carries oleomargarine he is bound to attract a greater volume of business than he would otherwise. The small merchant wants a chance to sell a substitute for butter, but he cannot afford to pay a yearly tax of \$100.

The newspapers call attention to the protest of the butter interests against the repeal of this tax. Of course they protest; it would weaken their control of the market. They claim they make enough butter to supply the demand, and therefore a competitive product is not needed. What childish argument! The newspapers answer it by calling attention to the higher price of this alleged adequate supply of butter, and add that "the consumer has something to say, and it is that he should be given an opportunity to choose which article he will use."

Such a tax is practically prohibitive—which, of course, was the reason for its being put there. "If the general assembly has in mind the square deal features of the various party platforms," says the Rutland Herald, "it cannot do otherwise than make it possible for every merchant in Vermont to sell oleomargarine if he wishes to."

The consumer is waking up!

PROVISIONS AND COTTON OIL

In a recent issue The National Provisioner took occasion to review editorially the opinions of a correspondent concerning the cottonseed oil and provision markets. These views—which were those of the correspondent, be it remembered—did not meet with the approval of a considerable number of traders on the market. They ran contrary to the market idea at the moment. It was noted, however, that they were confirmed by what took place immediately afterward. The situation materialized as was predicted, and a stronger oil market followed, in spite of a weaker lard market. The trouble may have been that the advance was overdue in the oil market, and therefore came in with rather a rush, instead of gradually, as should have been the case.

This correspondent again expresses his views on another page of this issue of The National Provisioner. Concerning his prediction of a further decline in the lard market there are various opinions. It is so much a question of the supply of hogs and the demand for product later that it is by no means clear to many. Farmers should certainly increase the hog supplies with the low price of feedstuffs, and do it rapidly.

In the matter of cotton seed, prices for the seed have been high, and receipts have been liberal, although within the past few days there has been some falling off in the movement. It is the impression of many that the supply of seed is not yet exhausted. The gathering of cotton has been very rapid, and all authorities agree that ginning is probably up to if not ahead of the average. The deficiency compared with last year is in the main east of the Mississippi, while in the West there is an excess.

Our correspondent is confident in his opinion that cottonseed products values will be well maintained during the present season. Producers of cottonseed products will naturally incline to a similar view, or at least hope. It is to their interest, and they have much to support their contention.

A RECORD

The annual report of the Secretary of Agriculture for the fiscal year 1912 is made public today. It is the sixteenth consecutive year that this report has come from the pen of James Wilson, who has far outdistanced all other cabinet officials in length of service. The efficiency attained by the Department of Agriculture may be attributed not only to the executive ability of James Wilson, but as well to the effect of keeping an able man in office continuously, instead of changing administrations frequently. Secretary Wilson retires full of years and honors. It is doubtful if we will ever see his like again—or the like of his record.

December 7, 1912.

## TRADE GLEANINGS

Bolling & Power will rebuild their burned stock yards at Nashville, Tenn.

The first cottonseed oil mill at Mound Bayou, Miss., started operations last week.

Beef house Number 2 of Armour & Company, at Chicago, Ill., has been destroyed by fire.

The work of excavating for the new municipal abattoir at Raleigh, N. C., has been commenced.

The fertilizer plant of Swift & Company, at South St. Paul, Minn., has suffered a fire loss of \$10,000.

Armour & Company is having plans prepared for a branch house to be erected at Texarkana, Ark.

John J. Buckley Company has started work on the new \$30,000 annex to its pork packing plant at Chester, Pa.

Swift & Company will erect a four-story addition to its building at Savannah, Ga., and equip as a sausage room.

A company is being organized at Lawrenceville, Ga., by A. T. Green for the purpose of establishing a fertilizer plant.

W. S. Phillips and others have incorporated the Dublin Fertilizer Company, Dublin, Ga., with a capital stock of \$30,000.

The properties of the Tennessee Packing and Stock Yards Company, at Nashville, Tenn., are to be sold at auction shortly.

The Alamo Oil & Refining Company, San Antonio, Tex., will erect two seed houses and hull house to replace those recently burned.

The Cosmo Buttermilk Soap Company, Upper Sandusky, O., has been incorporated with a capital stock of \$10,000, by J. W. Davis and others.

The entire plant of the Florida Fuel and Fertilizer Company, near Palatka, Fla., has been destroyed by fire. The loss is around \$25,000.

The Oake Packing Company, Chicago, Ill., has been incorporated with \$100,000 capital stock by R. W. Oake, W. K. Pattison and I. M. Berner.

Petitions have been filed to declare the Jacksonville Oil Mill Company and the Jacksonville Fertilizer Company, Jacksonville, Ala., bankrupts.

The Greenville Fertilizer Company, Greenville, O., has been incorporated with a capital stock of \$10,000 by W. T. Winchel, W. S. Gunckel and J. Winchel.

The Anderson Fertilizer Company, Anderson, S. C., has been incorporated with a capital stock of \$20,000 by W. S. Glenn, J. E. Harris and H. E. De Pass.

The stock yards of Bolling & Power, at Nashville, Tenn., have been destroyed, together with 175 hogs, 60 cattle, sheep and other stock. The loss is \$15,000.

The Baker-Wheeler Manufacturing Company, Nashville, Tenn., has been incorporated with a capital stock of \$60,000 by G. W. Baker and others. The company will manufacture soaps.

The Farmers' Co-operative Fertilizer Company, Blackstone, Va., has been incorporated with \$10,000 capital stock by H. C. Crafts, of Austin, Ill.; R. W. Shauman, H. E. Stager, J. James and W. C. Kirk, of Chicago, Ill.

A dozen citizens of Tuscaloosa, Ala., met last week and quickly subscribed \$10,000 toward a cottonseed oil mill and fertilizer or mixing plant. The amount necessary to secure the plant is from \$25,000 to \$30,000.

The Cacoem Land and Cattle Company, Wilmington, Del., has been incorporated with \$500,000 capital stock by O. P. y Friay, Havana, Cuba; D. H. Bellamore, New York City; F. D. Buch, G. D. Hopkins and G. W. Dillman, of Wilmington, Del.

The Interstate Stock Yards Company, Toledo, O., incorporated some time ago with \$500,000 capital, has completed a large and modern cattle shed and pens on its thirty-acre stock yards and abattoir site. The stock barn and weighing house is 448 by 184 feet. The company will maintain a line of refrigerators and stock cars. An abattoir is to be built as soon as possible, and the next improvement will be a modern and adequate packing house.

## VISCIERA TRUCKS AND RECEPTACLES.

Attention is directed by the federal meat inspection authorities to the necessity for the viscera of all animals slaughtered at official establishments being handled in such manner as will prevent contact with the floor. All proprietors and managers are required duly to arrange to supply trucks or other suitable receptacles and equipments for the purpose indicated, in those compartments where they are not already provided.

## MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Meat inspection inaugurated: Rosemary Packing Company, Germantown, Tenn. (substation of Memphis, Tenn.).

Armour & Company, 126-128 Cowart street, Chattanooga, Tenn. (substation of Nashville, Tenn.).

Case-Hughes Provision Company, 160-164 Passaic street, Trenton, N. J.

\*Morton-Gregson Company, Nebraska City, Neb.

International Canning Company, 20 Kansas avenue, Kansas City, Kan.

Vogelfanger & Schwarz, 288-294 Johnson avenue, Brooklyn, N. Y.

C. Bergassi & Company, 548 Orleans street, Chicago, Ill.

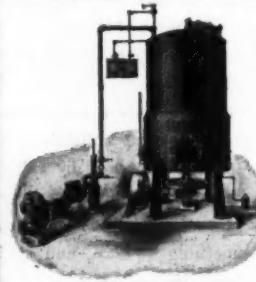
\*Morristown Packing Company, Morristown, Tenn.

\*Aaron Levy & Company, 264-268 Hudson avenue, Brooklyn, N. Y.

\*F. T. Nance & Company, Morristown, Tenn.

\*Whitesburg Packing House, Whitesburg, Tenn. (substation of Morristown, Tenn.).

Meat inspection discontinued: Miller & Lux, San Francisco, Cal.

A GREAT IMPROVEMENT  
Liesinger System of Rendering

Raw Material  
Rendered and  
Dried in One  
Machine.

Economical in  
Operation.

Absolutely  
Sanitary.

Superior  
Construction.

Patented 1912.

Catalog yours for the asking

The Liesinger-Lembke Company  
BUFFALO, N. Y.

Armour & Company, New Orleans, La.  
Blomer & Michael Company, Quincy, Ill.  
Bieber & Kindig Company (Inc.), Philadelphia, Pa.

Henry Muhs Company, Passaic, N. J.  
Armour & Company, Albany, N. Y.

\*Conducts slaughtering.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, December 5.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 76 per cent. caustic soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls. 2½@2¾c. per lb.; 58 per cent. soda ash, \$5@90c. basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; tale, 1½@1½c. per lb.; silex, \$1.50@20 per ton of 2,000 lbs.; marble flour, \$7.50 per ton of 2,000 lbs.; silicate soda, 85c. per 100 lbs., no charge for bbls.; borax at 4½c. per lb.; chloride of lime in casks \$1.50, and in barrels \$2 per 100 lbs.; carbonate of potash, 4@4½c. per lb.; electrolytic caustic potash, 90@92 per cent., at 4½@5c. per lb.

Genuine Lagos palm oil in casks, 7½@7½c. per lb.; clarified palm oil in bbls., 7½c. per lb.; prime red palm oil in casks, 6¾@7c. per lb.; prime palm kernel oil in casks about 1,200 lbs., 8¾@8¾c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 87½@90c. per gal.; green olive oil foots, 7½@7½c. per lb.; peanut oil, 65@75c. per gal.; Ceylon coconut oil, 9½@9¾c. per lb.; Cochin coconut oil, 10½@10¾c. per lb.; cottonseed oil, 6¾@6½c. per lb.; corn oil, 5.60@5.75c. per lb.; Soya bean oil, 6¾@6¾c. per lb.

Prime city tallow, 6½c. per lb.; oleo stearine, 12@13c. per lb.; house grease, 5½@6c. per lb.; brown grease, 5½@5¾c. per lb.; yellow packer's grease, 6@6½c. per lb.

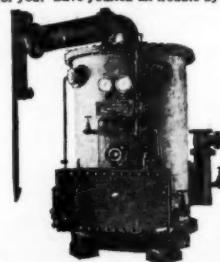
## FINANCIAL.

Chicago, November 29, 1912.—Dividend of one dollar and seventy-five cents (\$1.75) per share on the capital stock of Swift & Company, will be paid on and after the first Monday in January, 1913, to stockholders of record, December 10, 1912, as shown on the books of the company. On account of annual meeting transfer books will be closed from December 10, 1912, to January 2, 1913, inclusive.

F. S. HAYWARD, Secretary.

## TANKWATER

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ZAREMBA PATENT  
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# FOR PURCHASING DEPARTMENTS

## BRECHT REFRIGERATION EQUIPMENT.

Recent installations of refrigerating machinery and contracts awarded The Brecht Company, St. Louis, are reported as follows:

Cafferata's restaurant, Delmar Boulevard, St. Louis, Mo., 6-ton refrigerating plant, brine circulating system with new refrigerators.

W. M. Pennybaker, Bartlesville, Okla., 2-ton refrigerating plant for market; direct expansion with storage tanks.

Herman Bessmer, Hastings, Mich., 4-ton refrigerating plant for market; brine circulating.

St. Louis Dairy Company, St. Louis, Mo., 20-ton refrigerating plant for milk storage and ice cream; fan blast dry hardening room.

Baker Bros., Savannah, Ga., 2-ton refrigerating plant for market; brine circulating.

Bessemer Beef Company, Bessemer, Ala., 3-ton refrigerating plant for market; direct expansion system with storage tanks.

J. J. Moran, Troy, N. Y., 3-ton refrigerating plant for market, with new refrigerator and freezer; direct expansion system with storage tanks.

Hopkins, Davis & Hintze, Wilmington, N. C., 6-ton refrigerating plant, with entire new market equipment, consisting of four large refrigerators, 60 feet refrigerator show case, etc.; direct expansion with storage tanks.

## INSTALL ICE-HANDLING MACHINERY.

Wm. Simpson, of Saginaw, Mich., has purchased through Morley Bros., of their city, a Gifford-Wood Company ice elevator.

The ice plant owned by P. H. Doherty, of Alsen, N. Y., and located on the Hudson river, has been equipped with a side-feed elevator, a single chain gallery conveyor, and nine gallery hoists. The machinery was furnished by Gifford-Wood Company, Hudson, N. Y.

A complete ice-handling equipment of the latest design is being erected at the ice plant of John Totten & Sons, Waltham, Mass. Gifford-Wood Company, Boston, Mass., secured contract for the machinery.

Cerveceria Cuauhtemoc, of Monterey, Mexico, and one of the largest ice manufacturers in that section, has equipped his plant with a combined ice elevator and lowering machine, and a single chain conveyor. The machinery was furnished and installed by Gifford-Wood Company, Chicago, Ill.

A chip conveyor of the double chain type,

for removing ice chips from underneath the planer, is being installed at the well-equipped plant of the Schneider Ice Company, Milwaukee, Wis. This conveyor will be operated by a rope drive from the elevator tower. The contract for machinery was placed with Gifford-Wood Company, Chicago.

The Alberta Ice Company, of Calgary, Canada, has purchased a Gifford-Wood Company ice elevator, with twelve gallery hoists and rope drive. The machinery is now being installed and will be put into operation as soon as ice is thick enough to harvest. The equipment was shipped from Hudson, N. Y.

The ice plant of the Trout Brook Ice & Feed Company, of Hartford, Conn., is being put in readiness for the coming season. Among the equipment is new machinery for handling ice, which consists of a side-feed type of elevator, with a single-chain gallery conveyor and seven additional gallery hoists.

The Big Lake Ice Company, of Big Lake, Minn., is installing a special perpendicular elevator for handling ice 22 x 32 x 36 inches. Gifford-Wood Company, Chicago, furnished the machinery.

## "BOSS" EQUIPMENT IN THE SOUTH.

The South Atlantic Packing and Provision Company, Savannah, Ga., opened its new plant on October 28. This abattoir has a daily capacity of about 150 animals of various kinds, and will make all the usual products as ordinarily turned out by packing-houses. The erection of this abattoir is expected to stimulate the livestock industry in that part of the country. Stockholders of the company are about 80 or 90 of the best business men of Savannah, most of them being feeders to the company.

The building is of brick and cement construction, on plans approved by the government and after the best ideas of experts of abattoir construction. Machinery for the building and most of the ideas embodied in the construction of this plant were furnished by The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

Some of the best men in the business have obtained their present positions through a little "Wanted" advertisement on page 48 of The National Provisioner.

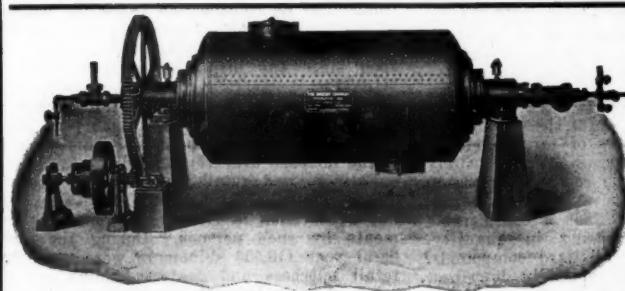
## STOCKS OF LARD

Cable advices to The N. K. Fairbank Company give the following estimates of the lard stocks held in Europe and afloat on December 1, to which are added the estimates of former years, and stocks in cities named:

	1912. Dec. 1.	1912. Nov. 1.	1911. Nov. 1.	1911. Dec. 1.	1910. Dec. 1.	1909. Dec. 1.
Liverpool and Manchester.....	16,500	21,000	16,500	9,500	6,000	5,500
Other British ports.....	19,000	24,000	14,000	14,000	6,000	6,000
Hamburg.....	10,000	19,000	12,000	18,000	3,500	4,000
Bremen.....	1,500	2,500	2,500	2,500	500	500
Berlin.....	1,200	1,500	5,000	4,000	2,000	500
Baltic ports.....	9,500	11,500	12,000	14,000	7,500	6,500
Amsterdam, Rotterdam, Mannheim.....	500	1,500	2,500	2,500	250	2,000
Antwerp.....	1,000	1,000	2,500	2,500	3,000	1,000
French ports.....	6,500	8,500	4,000	4,000	None	100
Italian and Spanish ports.....	250	None	1,500	1,500	100	100
Total in Europe.....	65,950	90,500	72,500	72,500	28,850	20,200
Afloat for Europe.....	40,000	40,000	50,000	50,000	35,000	45,000
Total in Europe and afloat.....	105,950	130,500	122,500	122,500	63,850	71,200
Chicago prime steam.....	14,521	42,702	48,325	45,815	22,685	4,911
Chicago other kinds.....	8,670	6,616	17,252	14,978	9,047	10,108
East St. Louis.....	150	150	300	1,125	225	None
Kansas City.....	6,060	6,832	5,483	7,457	4,116	5,542
Omaha.....	4,228	3,834	5,049	3,495	2,972	985
Milwaukee.....	2,323	928	4,754	6,433	946	1,302
South St. Joseph.....	4,542	4,137	3,910	5,557	2,356	1,699
Total tierces.....	146,444	195,699	207,573	207,360	106,197	95,747

Decrease November, 1912—49,255. Decrease November, 1911—213.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL



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ABSOLUTELY ODORLESS

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FOR BLOOD, TANKAGE AND BONES

HAS NO EQUAL FOR ECONOMY IN OPERATING  
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PRODUCES DRY TANKAGE AT ONE-HALF THE COST OF ANY  
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HAMBURG

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Hendersonville, N. C.—The White Line Creameries have been incorporated with a capital stock of \$25,000 by C. Bynum, of Fletcher, N. C., and others.

San Antonio, Tex.—The Crispi Manufacturing Company has been incorporated with a capital stock of \$10,000 to manufacture ice cream. D. A. Crispi, M. H. Crown and J. K. Barretta are the incorporators.

## ICE NOTES.

Beeville, Tex.—The Beeville Manufacturing Company has increased its capital stock from \$10,000 to \$50,000.

Houston, Tex.—The Henry Henke Artesian Ice and Refrigerator Company contemplates remodeling its plant.

Farmville, Va.—The Farmville Ice and Cold Storage Plant has increased the capacity of its plant to 20 tons.

St. Louis, Mo.—The American Ice Cream Company has increased its capital stock from \$10,000 to \$20,000.

## REFRIGERATING ENGINEERS MEET.

The annual meeting of the American Society of Refrigerating Engineers was held in New York City on Monday and Tuesday, December 2 and 3. There was a large and representative attendance, and the sessions were productive of much that was valuable to all concerned in them, and to the trade at large which will read the results.

In addition to a masterly address by President Thomas Shipley, of York, Pa., on the "State of the Art," the following papers and discussions were listened to: "Liqgas—A Possible New State of Matter," Gardner T. Voorehees, New York, N. Y. "The Gas Engine on Refrigerating Work," E. W. Gallenkamp, Jr., St. Louis, Mo. "Avoidable Accidents in Refrigerating Plants," Louis Block, New York, N. Y. "Ammonia Compressor Safety Devices," Peter Neff, Canton, Ohio. "The Manufacture of Distilled Water Can Ice," N. H. Hiller, Carbondale, Pa. "Atmospheric Dehumidifying," J. I. Lyle, New York, N. Y. "Corrosion in Refrigerating Systems," Mor-

gan B. Smith, Detroit, Mich. "Physical Properties of Anhydrous Ammonia," Lionel S. Marks and F. W. Loomis, Harvard University. "Properties of Saturated and Superheated Ammonia," William Earl Mosher, University of Illinois. Topical discussions—The Use of Ice in Refrigerating Cars in Winter to Prevent Freezing of Perishable Products in Transit. Loss of Refrigeration at Doorways of Refrigerated Rooms. Things New in Refrigerating Practice.

Officers for the ensuing term were elected as follows: Peter Neff, Canton, O., president; Theo. Kolischer, Philadelphia, Pa., and Henry Torrance, Jr., New York City, vice-presidents; W. H. Ross, New York City, secretary; Frank A. Horne, New York City, treasurer. Directors: Louis Block, New York City; Louis Doeling, New York City; Edward N. Friedmann, New York City; Victor H. Becker, Chicago; Charles L. Case, Boston; Theo. O. Vilter, Milwaukee; Carl Behn, New York City; Ezra Frick, Waynesboro, Pa.; Thos. Shipley, York, Pa.

## STUDY AMERICAN REFRIGERATION.

Michael T. Zarochentzev, chief refrigerating engineer of the Moscow-Kazan Railway, and editor of the Russian journal "Cold Storage," and Engineers R. A. Weemer, Gerhard Krull and M. L. Kagan, have been delegated by the Moscow Refrigeration Committee and the Kazan Railway to visit the United States for the purpose of studying refrigeration, and particularly to become acquainted with American methods of transporting perishable goods. The delegation planned to sail from Liverpool November 16, and will remain in the United States about two months, going as far West as San Francisco and Los Angeles. Large sums of money will be spent by Russia in the next few years for refrigerating machinery, and this delegation may be influential in introducing American makes into this country.

## SECRETARY WILSON'S REPORT.

(Continued from page 15.)

value of the cotton lint, and is nearly equal to the combined value of lint and seed. The wheat crop is worth only three-fourths as much as the dairy products.

The magnitude of the poultry industry is set forth. An egg may be worth only a cent and three-quarters, and yet 1,700,000,000 dozen eggs are worth \$350,000,000, and these are the estimates for 1912. If to the value mentioned is added the value of the fowls raised, the products of the poultry industry on farms amounts to about \$570,000,000. This is nearly equal to the value of the wheat crop and is more than three-fourths of the value of the cotton lint produced this year.

### Foreign Trade in Farm Products.

Over a billion dollars is for the fourth time the value of the exports of farm products. The high value of exports is not entirely due to high prices. The report proceeds to examine the trend of the exports of the agricultural products and finds a considerable number of them increasing in quantity. Among these are oleo oil, lard compounds, various animal oils not especially described, eggs and mutton.

If regard is paid to the last three years, the exports of cured pork hams are found to increase and to be near the former high level. Lard is another commodity that has been climbing back to former importance.

The report asserts that if the exports of pork and of all of its products are consolidated, it will appear that they are rapidly returning to the average of the high period of 1900 to 1909.

To the list of commodities whose exports are increasing and are above the average of ten years, 1900 to 1909, or very close to that average, may be added cottonseed cake and oil-cake meal and cottonseed oil.

Beef and its products have gone into a sorry decline in the export trade.

Packinghouse products have declined in value of exports since 1906, when they reached the high value of \$208,000,000, and have declined still more so in quantity because of the increasing prices; but the value of packinghouse exports has increased since 1910, and reached the amount of \$164,000,000 in 1912.

The balance of trade in favor of exports of farm products was \$278,000,000 in 1912. The favorable balance has been declining since 1908 for the reason that the imports have increased faster than exports.

## Statistics of Meat Inspection.

The work of the Federal Meat Inspection Service during the fiscal year 1912 is reviewed by Secretary Wilson as follows:

The meat inspection, which is carried on at slaughtering and packing establishments engaged in interstate or export trade, continues to show an increase in volume, and has about reached the limit of the standing annual appropriation of \$3,000,000 made by the law of 1906. To provide for the future extension of this work, which is necessary if it is to be applied to all products and establishments coming within the law, an increase of \$300,000 has been requested in the estimates for appropriations for the coming fiscal year.

During the fiscal year 1912 inspection was conducted at 940 establishments in 259 cities and towns. There were inspected at time of slaughter 59,014,019 animals, consisting of 7,532,005 cattle, 2,242,929 calves, 34,966,378 hogs, 14,208,724 sheep and 63,983 goats.

This constitutes an increase of over 6,000,000 in the total number of animals inspected as compared with the preceding year. The greatest increase was in hogs, of which over 5,000,000 more were slaughtered in 1912 than in 1911. There was a slight decrease, however, in the number of cattle.

On account of disease or other unwholesome condition 203,778 entire carcasses and 463,859 parts of carcasses were condemned, making a total of 667,637 carcasses condemned wholly or in part. The condemnations were as follows: Cattle, 50,363 carcasses, 134,783 parts; calves, 8,927 carcasses, 1,212 parts; hogs, 129,002 carcasses, 323,992 parts; sheep, 15,402 carcasses, 3,871 parts; goats, 84 carcasses, 1 part.

Tuberculosis continued to be the cause of a high proportion of condemnations of cattle and hogs.

In addition to the foregoing condemnations at the time of slaughter there were condemned on reinspection 18,096,587 pounds of meat and meat food products that had become unwholesome or otherwise unfit for food since the inspection at the time of slaughter.

Inspection certificates issued for exports of meat and meat food products during the year covered 1,114,279,558 pounds. This was a slight increase over the preceding year.

Farmers and retail butchers and dealers are exempted from inspection by the law, but supervision is given to interstate shipments by such persons. During the past fiscal year 116,536 shipments were made by retail butchers and dealers holding certificates of exemption, the products so shipped amounting to 20,493,837 pounds.

## No Attempts to Use Prohibited Preservatives.

During the year 26,889 samples of various products were examined in the meat-

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No Idle Men

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inspection laboratory for the purpose of detecting prohibited preservatives or coloring matter, adulterants and unwholesomeness of various kinds, and passing upon the purity of condiments, water supplies, etc.

The results show no attempts to use prohibited preservatives and coloring matters. The condemnations resulting from laboratory inspection have been made principally because of rancidity of oils and fats and the use of cereals in prepared meats without proper declaration on the label.

By comparing the census figures and the department's statistics it is calculated that in 1909 (the year covered by the last census) 58.12 per cent. of all the meat slaughtered in the country was Federally inspected. As the government inspection has been slightly extended in the subsequent three years, it is estimated that the proportion slaughtered under Federal inspection at the present time is about 60 per cent. Most of the uninspected remainder consists of slaughter by local butchers and by farmers.

Eighty-five violations of the meat-inspection amendment were reported for prosecution, a decrease in number of 16 as compared with the fiscal year 1911. Sixty-five cases were prosecuted successfully during the year, and fines were imposed amounting to \$4,746.75. In three cases sentences of imprisonment were imposed. In the fiscal year 1911 fines amounting to \$3,240 were imposed in 43 cases. Four cases resulted in verdicts for the defendant in the fiscal year 1912. In 1911 but one case was terminated adversely to the government. At the close of the fiscal year 71 cases were awaiting prosecution.

In connection with the work of wiping out livestock disease Secretary Wilson says:

### The Eradication of Animal Diseases.

Continued progress was made during the year in the systematic work of eradicating certain diseases of livestock. As a result of work which is being carried on in co-operation with State and local authorities for the eradication of the ticks which transmit the contagion of Texas fever of cattle, 22,827 square miles of territory in the South were released from quarantine, and since the close of the fiscal year 2,248 additional square miles have been released. The total area freed from ticks and released from quarantine since the beginning of this work in 1906 now amounts to 164,896 square miles, which is nearly one-fourth of the total territory infested at the time the work began.

The work of eradicating scabies of sheep and cattle in the West, which has been under way for many years, is nearing completion. The area released from the sheep scab quarantine during the fiscal year amounted to 9,177 square miles.

### Work to Eradicate Tuberculosis.

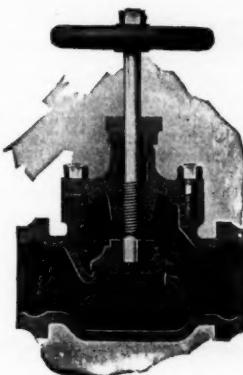
Further experiments in the vaccination of cattle to prevent tuberculosis confirm the previous conclusion that this method is not safe and can not be recommended in the present stage of its development.

### B. B. AMMONIA may be obtained from the following:

ATLANTA: Manufacturers' Warehouse Co.  
BALTIMORE: Joseph S. Wernig Transfer Co.  
BOSTON: 120 Milk St., Chas. P. Duffee.  
BUFFALO: Keystone Transfer Co., Ruckel & Son.  
CHICAGO: F. C. Schapper, Westerlin & Campbell Co.  
CINCINNATI: The Burger Bros. Co.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverdale Storage & Cartage Co., Newman Bros., Inc.  
DENVER: Denver Transit & Warehouse Co.  
DALLAS: Oriental Oil Co.  
EL PASO: El Paso Storage Warehouse Co.  
FORT WORTH: Western Warehouse Co.  
HAVANA: C. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuie & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Louisville Public Warehouse Co.

MILWAUKEE: Central Warehouse.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: Brewers' & Bottlers' Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasslacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Flisby-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

**WATCH PAGE 48 FOR BARGAINS.**



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are carried in stock  
in all principal cities

Shall we send you our Illustrated Catalogue, which will enable you to order from our nearest supply houses?

Their Prices are the same as ours.

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Largest Ice Machine Manufacturers  
in the World

General Western Office: Monadnock Blk., Chicago  
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(Continued on page 41.)

## STOCKS OF PROVISIONS

Official reports of stocks of provisions on hand at five chief centers at the end of November show pork and cut meats about the same as last month, while lard stocks are somewhat less. The totals are much less than those a year ago. A summary of official reports is as follows:

Pork, Bbls.			
	Nov. 30,	Oct. 31,	Nov. 29,
Chicago	44,392	47,194	47,341
Kansas City	1,937	1,413	2,401
Omaha	1,350	1,281	2,191
St. Joseph	586	863	1,136
Milwaukee	2,965	1,134	8,524
Total	50,770	51,575	61,593
Lard, Tcs.			
Chicago	23,191	49,318	60,793
Kansas City	6,060	6,832	7,457
Omaha	4,228	3,834	3,495
St. Joseph	4,542	4,137	3,910
Milwaukee	2,423	928	6,433
Total	40,444	65,040	82,088
Cut Meats, Lbs.			
Chicago	48,780,582	50,501,207	53,079,665
Kansas City	24,242,800	18,829,000	36,525,300
Omaha	16,190,687	14,838,178	22,344,336
St. Joseph	10,371,403	11,056,497	10,757,834
Milwaukee	8,504,432	7,314,980	15,476,289
Total	108,089,904	102,539,871	177,183,404

Detailed reports are as follows:

Chicago.			
	Nov. 30, 1912.	Nov. 30, 1911.	Received.
Mess pork, new made since Oct. 1, '12, bbls.	130	12,432	Nov., 1912.
Mess pork, made Oct. 1, '11 to Oct. 1, '12....	20,087	5,739	124
Other kinds of barreled pork, bbls.	24,175	29,170	Lard, gross weight, lbs. 1,640,700
*P. S. lard, made since Oct. 1, 1912....	5,850	14,724	17,762,200
P. S. lard, made Oct. 1, '11 to Oct. 1, '12....	8,671	31,091	Meats, gross weight, lbs. 12,777,400

Other kinds of lard....	8,070	14,978
Short rib sides, made since Oct. 1, '12, lbs.	358,668	3,460,400
S. R. sides, made previous to Oct. 1, '12, lbs....	291,361	3,903,624
Short clear sides, lbs....	477,147	629,191
Extra S. C. sides, made since Oct. 1, '12, lbs....	1,078,602	4,462,514
Extra S. C. sides, made previous to Oct. 1, '12, lbs....	26,043	2,134,735
Extra short rib sides...	575,252	1,389,407
†D. S. short fat backs, lbs....	1,596,050	.....
Long clear sides, lbs....	120,213	.....
D. S. shoulders, lbs....	81,051	400,793
S. P. shoulders, lbs....	254,424	349,132
S. P. hams, lbs....	14,494,085	17,851,332
D. S. bellies, lbs....	9,188,872	17,670,257
S. P. bellies, lbs....	4,655,944	6,511,454
S. P. Calif. or picnic hams, lbs....	3,707,755	4,738,386
S. P. Boston shoulders, lbs....	8,934,712	12,371,197
S. P. skinned hams, lbs....	2,159,416	7,026,910
Total cut meats, lbs....	48,780,582	83,079,665

\*In storage tanks and tierces. †Short fat backs have been substituted for long clear sides. Long clear sides now reported in other cuts of meats.

## MOVEMENT OF PRODUCT.

	Received.	Nov., 1912.	Nov., 1911.
Pork, bbls....		124	.....
Lard, gross weight, lbs. 1,640,700		1,762,200	.....
Meats, gross weight, lbs. 12,777,400		17,841,800	.....
Live hogs, No....	605,078	724,713	.....
Dressed hogs, No....	262	.....	.....
Shipped.			
	Nov., 1912.	Nov., 1911.	
Pork, bbls....	11,945	7,135	.....
Lard, gross weight, lbs. 25,911,100	20,850,900	.....	.....
Meats, gross weight, lbs. 52,226,800	40,402,300	.....	.....
Live hogs, No....	60,928	78,382	.....

Dressed hogs, No.... 9,828 7,689  
Average weight of hogs received November, 1912, 222 lbs.; November, 1911, 208 lbs.; November, 1910, 232 lbs.

## Kansas City.

	Nov. 30, 1912.	Nov. 30, 1911.
Mess pork, bbls....	1	.....
Other kinds pork, bbls.	1,036	2,401
P. S. lard, contract, tcs.	2,711	3,655
Other kinds lard, tcs....	3,349	3,802
Short rib sides, lbs....	54,700	3,234,300
Extra S. R. sides, lbs....	270,500	669,200
Short clear sides, lbs....	33,500	32,600
Extra S. C. sides, lbs....	1,560,200	2,453,100
Long clear sides, lbs....	.....	64,100
*Dry salted short fat backs, lbs....	1,223,100	.....
D. S. shoulders, lbs....	688,800	864,900
D. S. bellies, lbs....	2,872,300	4,727,500
S. P. shoulders, lbs....	88,400	203,800
S. P. hams, lbs....	7,452,700	10,251,300
S. P. bellies, lbs....	3,017,400	5,125,700
S. P. Calif. hams, lbs....	2,212,300	1,956,200
S. P. skinned hams, lbs....	2,709,400	2,884,500
Other cut meats, lbs....	2,059,500	4,058,100

Grand total meats lbs. 24,242,800 36,525,300

## LIVE HOGS.

	Nov., 1912.	Nov., 1911.
Received	241,253	331,791
Shipped	3,142	3,786
Driven out	242,053	328,143
Average weight	206	182

\*Short fat backs have been substituted for long clear sides. Long clear sides now reported in other cuts of meat.

## South Omaha.

	Nov. 30, 1912.	Nov. 29, 1911.
Mess pork, bbls....	226	467
Other kinds of barreled pork	1,124	1,724

(Continued on page 43.)

## THE STORY OF A REMARKABLE TEST



Ten-inch Steam Line Insulated with Nonpareil High Pressure Covering.

New York Rubber Co., Matteawan, N. Y.

Nonpareil Covering is more efficient than other coverings, because it is made of diatomaceous earth, combined with asbestos. Diatomaceous earth is practically pure silica, being composed of the skeletons of tiny plants that flourished in the sea ages ago. There are billions of them to the cubic inch; each is hollow and filled with air. As the efficiency of any covering as a non-conductor is gauged by the amount of "dead air" it contains, it can readily be seen why Nonpareil Covering transmits less heat than others. It contains more dead air. Write for Catalogue S-7, which tells all about it.

Picture to yourself first a 10-inch high pressure steam line about 350 feet long, 198 feet out-doors. The engineer who designed the plant for the New York Rubber Company, Matteawan, N. Y., specified that this pipe should be insulated so efficiently that with a temperature of 65° inside the building, and 0° outside, the condensation per hour should not exceed .17 pounds per square foot of interior surface of the pipe. No other manufacturer would make this guarantee. We did, and got the order for

## Nonpareil High Pressure Covering for Steam Lines and Boilers

After the plant was finished, a test was run to determine the exact amount of condensation per square foot per hour on the interior pipe surface. The test was made with the aid of a new steam trap in the most careful way. Readings were taken every ten minutes for 4½ hours while the plant was in actual operation, on February 6th, 1912. The results showed that the Nonpareil Covering more than fulfilled the conditions of the guarantee, the condensation actually amounting to only .1361 pounds per square foot of pipe surface.

If you want steam covering of known efficiency—specify Nonpareil High Pressure. Let us figure on your next order.

## Armstrong Cork Company Insulation Department

1407 Union Bank Building

Branches in All the Large Cities

Pittsburgh, Pa.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Future Markets Steady—Trading Still Light  
Stocks Small—Hog Receipts Increasing—  
Quality Fair.

The position of the market for hog products has changed but little during the past week. Prices have been steady for the forward positions, and the cash markets have also been steady. The market for hogs has been more active, due to larger receipts, but hog prices have been well maintained.

A feature of quite important interest was the monthly statement of product stocks at Chicago. This statement showed, as expected, a further reduction in supplies, and the total stocks are limited, particularly of ribs. The distribution of the stocks of old product has been very active, excepting possibly on pork, of which there seems to be a fair amount of old stuff on hand; the fact that the distribution has continued excellent, notwithstanding the premiums of the near positions over the distant, has had considerable influence in adding to the confidence of the bulls. The statement of the stocks in Chicago compared with last month and last year follows:

Dec. 2, '12. Nov. 1, '12. Dec. 1, '11.

Mess Pork, new, brls.	130	78	12,432
Mess Pork, old, brls.	20,087	29,586	5,739
Other Pork, brls....	24,175	17,520	29,170
Lard, new, tcs....	5,850	2,785	14,724
Lard, old, tcs....	8,671	36,917	31,091
Other Lard, tcs....	8,670	6,616	14,978
Short Rib Sides, lbs.	650,020	5,273,655	7,364,084
Total Meats, lbs....	48,780,582	50,501,207	83,079,665

The stock of old pork is 15,000 bbls. more than last year, and the stock of other grades of pork is only 5,000 bbls. less than last year; the stock of lard is very light. The quantity of new lard on hand is only a little over a third of the amount a year ago. The total quantity of all meats is about 35,000,000 lbs. less than last year at this time.

While the statement of stocks showed a very rapid distribution during the past month, the daily report of hog receipts showed an increasing movement. The total at interior points for the past week showed an increase, and this week the receipts have been the heaviest of any time this season. Tuesday's receipts were 145,000 at the principal points, and the receipts on Wednesday were 136,000. Contrary to expectations, these much larger receipts failed to demoralize the hog market, and had but little effect on the product market.

The trade seemed to be undecided whether to take the receipts as an indication of a heavy winter movement, or simply an accidental combination for the time being. The average weight of hogs during the past week showed a gain of four pounds over the previous week, and was 17 lbs. better than the average last year. The weights at Chicago during November showed an average 1 lb. lighter than during October, but 10 lbs. heavier than during the month of November, 1911.

Deductions made from this additional weight and the larger receipts are that the country are feeding more freely, and have had a larger supply of hogs ready for market than had been anticipated. The low price of feed-stuffs and the high price of hogs naturally

make for increased feeding efforts, wherever possible.

The influence on the average weight of the lower priced feed-stuffs and lower average cost of feeding was reflected both in the weights of cattle and sheep. The average weight of cattle at the Chicago Yards during November was 957 lbs., compared with 889 lbs. a year ago. The average weight of sheep was 82 lbs., against 78 lbs. last year. The total receipts of livestock of all kinds at the Union Stock Yards during November were 25,443 cars, against 22,813 cars in October, and 25,443 cars last year. For eleven months the receipts have been 234,969 cars, compared with 247,973 cars last year, 228,089 cars in 1910 and 226,953 cars in 1909.

The probable supply of hogs for packing operations this winter is claimed by some as likely to be very light compared with the heavy movement of last year, and such falling off in movement will be demonstrated long before midwinter has been reached. The material increase in the hog receipts this week, however, has resulted in less confidence in such claims, although the increased movement of hogs is not having any important influence, either on hog prices or on the contract market. Possibly this is due to the realization of the small stocks of product on hand, and the necessity of largely increased marketing of hogs to supply the demand and increase stocks normally. The price of hogs is still about 1½c. per lb. over last year, and the price of cattle is fully 1½c. per lb. over last year. On the other hand, the price of sheep is only ½c. over a year ago, and this lower-priced mutton compared with the high-priced pork and beef is naturally an impor-

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tant factor in the distribution and demand for fresh meats.

**LARD.**—The market is quiet and a little easier. Buying has been in limited lots and foreign interest is restricted. City steam, \$11; Middle West, \$11.15@11.25; Western, \$11.35; refined Continent, \$11.80; South American, \$12.45; Brazil, kegs, \$13.45; compound lard, 7½@8½c.

**PORK.**—Prices are steady for all grades, with a small local jobbing trade reported. Mess is quoted at \$19.25@19.75; clear, \$22@24.50; family, \$23@24.

**BEEF.**—A further advance in the market took place the past week with prices at record quotations. Supplies are very small and even orders for limited lots are hard to fill. Quoted: Family, \$24@25; mess, \$20@21; packet, \$22@23; extra India mess, \$40@41.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, December 4, 1912:

**BACON.**—Amsterdam, Holland, 25,011 lbs.; Antwerp, Belgium, 182,169 lbs.; Bergen, Norway, 12,922 lbs.; Bremen, Germany, 12,757 lbs.; Bordeaux, France, 71,753 lbs.; Callao, Peru, 4,503 lbs.; Drontheim, Norway, 34,860 lbs.; Genoa, Italy, 183,189 lbs.; Gibara, Cuba, 5,659 lbs.; Glasgow, Scotland, 113,902 lbs.; Gefle, Sweden, 12,629 lbs.; Gibraltar, Spain, 13,750 lbs.; Hango, Russia, 52,310 lbs.; Havre, France, 61,255 lbs.; Hull, England, 118,707 lbs.; Havana, Cuba, 11,079 lbs.; Hamilton, W. I., 2,316 lbs.; Liverpool, England, 711,514 lbs.; London, England, 7,475 lbs.; Marseilles, France, 47,431 lbs.; Manaos, Brazil, 4,933 lbs.; Newcastle, England, 5,600 lbs.; Nassau, W. I., 951 lbs.; Rotterdam, Holland, 170,161 lbs.; Santiago, Cuba, 5,000 lbs.; Stettin, Germany, 25,339 lbs.; Stockton, England, 9,620 lbs.; Sunderland, England, 4,915 lbs.

**HAMS.**—Antwerp, Belgium, 18,400 lbs.; Callao, Peru, 6,038 lbs.; Caracas, Venezuela, 12,007 lbs.; Carupano, Venezuela, 3,748 lbs.; Ciudad Bolivar, Venezuela, 982 lbs.; Colon, Panama, 501 lbs.; Gibara, Cuba, 10,617 lbs.; Glasgow, Scotland, 218,970 lbs.; Hamilton, W. I., 5,188 lbs.; Havana, Cuba, 12,562 lbs.; Hull, England, 325,652 lbs.; Kingston, W. I., 4,542 lbs.; Liverpool, England, 511,266 lbs.;

London, England, 90,000 lbs.; Macoris, S. D., 6,537 lbs.; Nassau, W. I., 6,502 lbs.; Port au Prince, W. I., 6,066 lbs.; Paramaribo, Dutch Guiana, 10,058 lbs.; Port Limon, C. R., 2,251 lbs.; Southampton, England, 105,851 lbs.; Santiago, Cuba, 7,030 lbs.; Sydney, Australia, 12,000 lbs.; Savanilla, Colombia, 1,294 lbs.; Tunis, Algeria, 100,528 lbs.; Trinidad, W. I., 21,495 lbs.; Tumaco, Colombia, 1,538 lbs.; Tampico, Mexico, 3,350 lbs.; Vera Cruz, Mexico, 1,267 lbs.

**LARD.**—Aberdeen, Scotland, 59,001 lbs.; Amsterdam, Holland, 11,323 lbs.; Antwerp, Belgium, 546,325 lbs.; Bristol, England, 21,000 lbs.; Bremen, Germany, 10,200 lbs.; Bordeaux, France, 634,318 lbs.; Carupano, Venezuela, 6,077 lbs.; Cartagena, Colombia, 9,323 lbs.; Copenhagen, Denmark, 40,500 lbs.; Christiania, Norway, 30,012 lbs.; Colon, Panama, 1,744 lbs.; Cologne, Germany, 41,344 lbs.; Caracas, Venezuela, 75,053 lbs.; Curacao, Leeward Islands, 18,333 lbs.; Cucuta, Colombia, 4,840 lbs.; Ciudad Bolivar, Venezuela, 9,880 lbs.; Cayenne, French Guiana, 5,100 lbs.; Demerara, British Guiana, 2,500 lbs.; Genoa, Italy, 12,400 lbs.; Glasgow, Scotland, 95,000 lbs.; Gibara, Cuba, 4,899 lbs.; Gibraltar, Spain, 29,764 lbs.; Havre, France, 413,158 lbs.; Havana, Cuba, 15,037 lbs.; Hull, England, 224,620 lbs.; Hamilton, W. I., 1,996 lbs.; Kingston, W. I., 10,118 lbs.; Lagos, Spain, 15,182 lbs.; La Paz, Brazil, 7,200 lbs.; Leith, Scotland, 35,970 lbs.; London, England, 299,572 lbs.; Liverpool, England, 222,227 lbs.; Macoris, S. D., 53,558 lbs.; Marseilles, France, 13,575 lbs.; Manaos, Brazil, 31,501 lbs.; Malta, Island of, 284 lbs.; Nassau, W. I., 25,436 lbs.; Newcastle, England, 15,775 lbs.; Naples, Italy, 18,250 lbs.; Port Limon, C. R., 1,725 lbs.; Paramaribo, Dutch Guiana, 1,600 lbs.; Port au Prince, W. I., 126,614 lbs.; Palermo, Sicily, 26,050 lbs.; Peggio, Italy, 2,500 lbs.; Rotterdam, Holland, 703,868 lbs.; Riga, Russia, 11,000 lbs.; St. Johns, N. F., 89,124 lbs.; Savanilla, Colombia, 21,655 lbs.; Santiago, Cuba, 3,275 lbs.; Stettin, Germany, 143,120 lbs.; Sunderland, England, 16,856 lbs.; Southampton, England, 15,200 lbs.; Tunis, Algeria, 7,700 lbs.; Trinidad, W. I., 63,606 lbs.; Tumaco, Colombia, 16,433 lbs.; Turks Island, W. I., 2,800 lbs.; Valparaiso, Chile, 1,500 lbs.

**LARD OIL.**—Sydney, Australia, 332 gals.

**PORK.**—Cayenne, French Guiana, 7 bbls.; Gothenberg, Sweden, 35 bbls.; Glasgow, Scotland, 1,096 lbs.; Marseilles, France, 1,472 lbs.; Nov. 12, 1912.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, November 28, 1912, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil Cake, Bags.	Cottonseed Oil, Bbls.	Bacon and Butter, Pkgs.	Hams, Boxes.	Tallow, Pkgs.	Beef, Pkgs.	Pork, Pkgs.	Lard, Pkgs.	Tes. and Pkgs.
Georgic, Liverpool	450	...	1447	...	163	100	1448	3441	
Mauretania, Liverpool	...	...	997	...	25	...	109	250	
Minneapolis, London	1050	...	102	...	...	...	35	4298	
Philadelphia, Southampton	...	...	581	...	...	...	5	1300	
New York City, Bristol	...	...	...	...	10	...	...	700	
Galileo, Hull	17	...	721	...	80	37	705	3413	
Camoens, Manchester	1450	...	...	...	...	...	...	500	
Columbia, Glasgow	200	...	662	...	54	100	327	142	
Amerika, Hamburg	1100	...	302	...	145	60	1000	5175	
Rotterdam, Rotterdam	11386	2560	175	...	25	675	5524		
Lapland, Antwerp	8192	5	310	...	63	107	360	1425	
Barbarossa, Bremen	...	...	...	...	...	...	...	300	
Prinz Friedrich Wil., Bremen	...	...	...	...	65	...	...	350	
C. F. Tietgen, Baltic	...	...	...	...	...	...	225	850	
La Touraine, Havre	...	...	...	...	...	...	90	100	
Madonna, Marseilles	1093	2000	...	80	...	...	100	195	
Emanuele Accame, Marseilles	951	974	...	...	...	...	...	...	
Oceania, Mediterranean	...	4113	...	50	...	...	260	1475	
Franconia, Mediterranean	...	783	...	50	...	...	...	...	
Total	22722	13602	...	5477	...	605	420	5339	29438

## ADLER & OBERNDORF, Inc.

UNION STOCK YARDS, CHICAGO, ILL.

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## TALLOW <sup>A</sup> <sub>D</sub> GREASE

PLACE YOUR OFFERINGS BEFORE US

land, 100 bbls.; Hamilton, W. I., 32 bbls.; Kingston, W. I., 4 bbls.; London, England, 20 bbls.; Liverpool, England, 134 bbls., 40 tes.; Macoris, S. D., 17 bbls.; Paramaribo, Dutch Guiana, 772½ bbls.; Port au Prince, W. I., 400 bbls.; Port Limon, C. R., 7 bbls.; St. Johns, N. F., 646 bbls.; Trinidad, Island of, 85 bbls.

**SAUSAGE.**—Antwerp, Belgium, 152 bx.; Marseilles, France, 76 cs.; Trinidad, W. I., 33 pa.

#### FOREIGN COMMERCIAL EXCHANGE.

New York, December 6.—Foreign commercial exchange rates were quoted today as follows:

London—	Bankers' 60 days .....	4.8030@4.8040
	Demand sterling .....	4.8450@4.8455
Paris—	Commercial, 90 days....	5.26% @5.26%+1-32
	Commercial, 60 days....	5.25@5.25
	Commercial, eight .....	5.21% @5.21%+1-16
Berlin—	Commercial, 90 days....	92% @ 92 15-16
	Commercial, sight .....	94%@-1-32@ 94%
Antwerp—	Commercial, 60 days....	5.29%@-1-32@ 5.29%
Amsterdam—	Commercial, 60 days....	39 11-16 @39 11-16+1-16

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending November 30, 1912, with comparative tables:

To—	Week ending Nov. 30, 1912	Week ending Nov. 28, 1912	From Nov. 1, '12, to Nov. 30, 1912
	1912	1911	1912
United Kingdom..	499	410	1,539
Continent .....	192	361	1,011
So. & Cen. Am. ....	205	165	1,812
West Indies .....	150	505	3,826
Br. No. Am. Col. ....	50	31	930
Other countries .....	.....	.....	7
Total .....	1,096	1,472	9,125
<b>MEATS, LBS.</b>			
United Kingdom..	4,853,650	6,794,200	17,280,525
Continent .....	869,675	1,338,375	2,618,025
So. & Cen. Am. ....	111,975	92,325	570,250
West Indies .....	84,850	213,475	701,000
Br. No. Am. Col. ....	.....	.....	20,400
Other countries .....	.....	.....	53,400
Total .....	5,920,150	8,457,275	21,243,600
<b>LARD, LBS.</b>			
United Kingdom..	3,148,250	6,220,251	9,784,810
Continent .....	4,469,634	4,175,865	11,340,964
So. & Cen. Am. ....	384,400	212,700	2,252,450
West Indies .....	166,800	556,800	2,633,500
Br. No. Am. Col. ....	6,560	1,900	16,785
Other countries .....	.....	.....	137,400
Total .....	8,175,644	11,304,916	26,258,389

#### RECAPITULATION OF THE WEEK'S EXPORTS.

Pork, bbls.	Meats, lbs.	Lard, lbs.
414	3,038,700	4,745,700
252	903,575	807,144
75	11,000	83,000
Baltimore .....	70,875	1,470,900
New Orleans .....	280	168,000
Montreal .....	75	1,072,000
St. John, N. B. ....	.....	656,000
Total week .....	1,096	5,920,150
Previous week .....	1,484	4,332,250
Two weeks ago .....	3,911	5,827,950
Cor. week last yr .....	1,472	8,457,325
		11,304,916

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '12, to Nov. 30, '12, last year.	Decrease.
Pork, lbs. ....	1,825,000
Meats, lbs. ....	2,008,800
Lard, lbs. ....	30,089,755
	8,846,155
	45,889,603
	19,631,214

#### OCEAN FREIGHTS.

Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per 100 lbs.
Beef, per tierce .....	17/6	22/6 @30c.
Oil Cake .....	17/6	23c. @27c.
Bacon .....	17/6	22/6 @30c.
Lard, tierces .....	17/6	22/6 @30c.
Cheese .....	25/	30/ @50c.
Canned meats .....	17/6	22/6 @30c.
Butter .....	30/	30/ @50c.
Tallow .....	17/6	22/6 @30c.
Pork, per barrel .....	17/6	22/6 @30c.

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# TALLOW, STEARINE, GREASE and SOAP.

## WEEKLY REVIEW

**TALLOW.**—The volume of business during the week was again limited, and of a character similar to that of the past. As a result, quotations have shown little change. However, a slight betterment in the undertone can be perceived. It was stated in some circles that where offers were refused several days ago, the goods were accepted during the week.

An improvement in the foreign situation seems to have had a sympathetic influence on this side. The London auction sale was not ignored. Bids from abroad are still perfunctory, but from interests in a position to know, the statement was had that foreigners purchased American tallow during the week.

The quantity taken by interests abroad was not heavy, and it was added that it was comprised mainly of low-grade stuff. The business was not wholly without significance, however, and was believed by some to reflect the better outlook of the political situation in Europe. At London there were 813 casks offered for sale, of which 765 were taken, at prices unchanged to 6d. advance.

While sentiment in local quarters is rather confused, there seems to be less pessimism. But few in the trade are anticipating material price changes until the new year. Western advices are somewhat more optimistic, but withal manufacturers and consumers are pursuing a conservative policy. With the advent of colder weather the quality of tallow seems to have been generally improved.

Prime city tallow was quoted 6½c.; city specials, 7½c., and country as to quality, 6½@7½c. in tcs.

**OLEO STEARINE.**—The market is nominally unchanged at 12c. Rumors have circulated of concessions having been granted, but it was asserted that no decline of importance was imminent or likely, even though compound lard manufacturers and others were indisposed to accept much at this time. On the other hand the trade did not seem to be anticipating a rise of importance in values.

**SEE PAGE 39 FOR FRIDAY'S MARKETS.**

**OLEO OIL.**—The market has further eased on the quiet foreign demand. A fair domestic business is reported, but with a lower foreign market prices have weakened. The demand abroad is affected by the lower vegetable oils. Choice is quoted at 13½c.; New York, medium, nom.; Rotterdam, 79 florins.

**GREASE.**—Prices are easier, with some pressure to sell. Some round lots of choice house sold at 5¾c. The demand is moderate for all grades. Quotations: Yellow, 5%@

5%c.; bone, 5½@5¾c.; house, 5½@5¾c.; "B" and "A" white, 7@7½c.

**COCOANUT OIL.**—The market is quiet but firm. Cables are showing a better tone, due to the demand abroad and foreign offerings are well held. Quotations: Cochin, 10½@10½c.; Dec.-Jan. arrival, 10½@10½c.; Ceylon, 9½@9½c.; Dec.-Jan. shipments, 8%@9c.

**CORN OIL.**—The market has been steady but quiet. Demand is slow, with the market affected by the position of linseed oil and the low prices for that oil. Prices are quoted at \$5.55@5c. in car lots.

**SOYA BEAN OIL.**—Trade is very dull, with the tone heavy on small transactions. Spot is quoted at 6½@6½c., while shipment oil is 6½@6½c.

**PALM OIL.**—The market is steady but quiet. Demand is slow for all grades and business is of small volume. Prime red spot, 6½c.; do. to arrive, 6½@6½c.; Lagos, spot, 7½@7½c.; to arrive, 7@7½c.; palm kernel, 8%@9c.; shipment, 8%@8½c.

**NEATSFOOT OIL.**—The market is firm and unchanged. Demand is small but limited supplies give a steady tone. Quotations: For 20 cold test, \$1; 30 do., 88c.; 40 do., water white, 82c.; prime, 82@63c.; low grade off yellow, 60@61c.

### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, December 4, 1912:

**BEEF.**—Bremen, Germany, 30 bbls.; Cardiff, Wales, 43 tcs., 10 bbls.; Colon, Panama, 48 bbls.; Copenhagen, Denmark, 50 bbls.; Curacao, Leeward Islands, 6 bbls.; Cayenne, French Guiana, 131 bbls.; Demerara, British Guiana, 15 bbls.; Fiume, Austria, 25 bbls.; Glasgow, Scotland, 105 tcs.; Hamilton, W. I., 42 bbls.; Kingston, W. I., 61 bbls.; London, England, 10 bbls., 35 tcs.; Liverpool, England, 75 tcs.; Macoris, S. D., 7 bbls.; Paramaribo, Dutch Guiana, 639½ bbls.; Port au Prince, W. I., 185 bbls.; Port Limon, C. R., 5 bbls.; Trinidad, W. I., 35 bbls., 6 tcs.

**FRESH MEAT.**—Colon, Panama, 110,910 lbs.; Hamilton, W. I., 15,307 lbs.; Liverpool, England, 54,964 lbs.

**OLEO OIL.**—Drontheim, Norway, 35 tcs.; Genoa, Italy, 50 tcs.; Havana, Cuba, 4 tcs.; Rotterdam, Holland, 800 tcs.

**OLEOMARGARINE.**—Belize, British Honduras, 3,900 lbs.; Colon, Panama, 1,174 lbs.; Hamilton, W. I., 1,395 lbs.; Kingston, W. I., 6,000 lbs.; Nassau, W. I., 1,665 lbs.; Port au Prince, W. I., 1,900 lbs.; Savanilla, Colombia, 1,107 lbs.

**TALLOW.**—Demerara, British Guiana, 3,991 lbs.; Liverpool, England, 41,679 lbs.; London, England, 42,719 lbs.; Macoris, S. D., 47,749 lbs.; Port au Prince, W. I., 10,729 lbs.

**TALLOW OIL.**—Hamburg, Germany, 35 bbls.; Rotterdam, Holland, 100 tcs.

**TONGUE.**—Liverpool, England, 340 pa.

**CANNED MEAT.**—Amsterdam, Holland, 105 cs.; Antwerp, Belgium, 50 cs.; Caracas, Venezuela, 28 cs.; Colon, Panama, 173 cs.; Curacao, Leeward Islands, 20 cs., 115 pa.; Ciudad Bolivar, Venezuela, 82 cs.; Demerara, British Guiana, 79 cs.; Glasgow, Scotland, 200 cs.; Hamilton, W. I., 125 cs.; Hull, England, 270 cs.; Iquitos, Peru, 1,054 cs.; La Paz, Brazil, 66 cs.; London, England, 350 cs.; Liverpool, England, 50 cs.; Manaus, Brazil, 175 cs.; Paramaribo, Dutch Guiana, 64 pa.; Tampico, Mexico, 5 pa.; Trinidad, W. I., 315 cs.; Vera Cruz, Mexico, 39 cs.

### CHICAGO FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Dec. 5.—There has been a decided improvement the past week in the demand for animal ammoniates, and some good-sized sales have been made in tankage and blood from \$2.32½ up to \$2.37½ and 10c. for tankage, and \$2.52½@2.55 for blood, for prompt and later December shipment. We would quote the market today as firm at \$2.35@2.37½ and 10c. for tankage, and \$2.55 for blood, as bids of a shade less than this are being refused by all the producers. Some have declined to sell even at this price, as they feel the market is about ready for a good advance, and they prefer to hold their stock another thirty days, or until the demand becomes more general, when they figure they will get 10c. to 20c. per unit higher. Some business can still be done on futures at 5c. per unit monthly advance, but any considerable business would undoubtedly cause a quick advance from present basis.

The situation in the South as regards cottonseed ammoniates has now developed to a point where the prices are considerably higher than the past year or two, and with a tendency of still higher prices, owing to the actually small supply of both seed and meal.

The producers of lower grade tankage have also advanced their prices 5c. per unit and 50c. to \$1 per ton, and are offering very sparingly at the advance. Manufacturers are now bidding stronger prices for outside packers' and renderers' unground tankage, and offerings have been pretty well cleaned up at the firmer prices. (Complete quotations on page 37.)

Are you in doubt about some practical detail of your business? Write to The National Provisioner about it, and then watch the "Practical Points for the Trade" page. It's page 18.

# SOYA BEAN OIL

## AND ALL SOAP MATERIALS

**WELCH, HOLME & CLARK CO.**

383 West St., New York

## COTTON OIL CABLE MARKETS

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, December 6.—Market dull. Quotations: Choice summer white oil, 68½ marks; butter oil, 68½ marks; summer yellow, 64½ marks.

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, December 6.—Market easy. Quotations: Summer yellow, 36½ florins; choice summer white, 30 florins, and butter oil, 39½ florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, December 6.—Market easy. Quotations: Summer yellow, 78 francs.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, December 6.—Market dull. Quotations: Prime summer yellow, 79½ francs; prime winter yellow, 85½ francs; choice summer white oil, 83 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, December 6.—Market easy. Quotations: Prime summer yellow, 31½s.; summer yellow, 30½s.

## SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., December 5.—Crude cottonseed oil, 41½c. bid for December, 41c. for January; practically no sales reported.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., December 5.—Crude cottonseed oil, 40½@41c., as to location and delivery; trading very dull. Meal strong at \$24, f. o. b. mills. Hulls, \$7.50, Atlanta, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., December 5.—Prime crude Texas cottonseed oil barely steady at 39½c. bid, 40c. asked; buyers indifferent. Refined oil dull. Prime 8 per cent. meal higher at \$29.25, long ton, ship's side; 7½ per cent. meal, \$28, long ton, ship's side. Hulls advancing, \$7.50 loose, \$10 sacked.

Memphis.

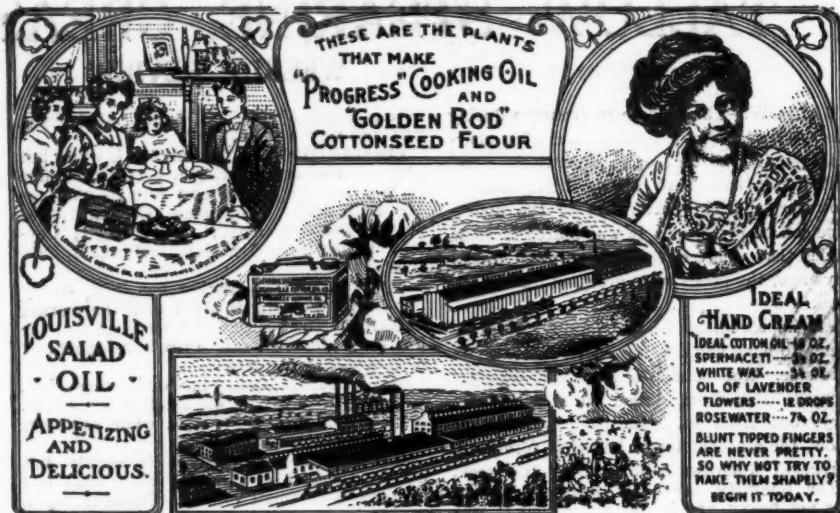
(Special Wire to The National Provisioner.)

Memphis, Tenn., December 5.—Cottonseed oil market strong; prime crude, 41½@41½c. Prime 8 per cent. meal firm at \$25@25.25 per short ton. Hulls scarce, nominally, \$7.50, loose.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., December 5.—Prime crude cottonseed oil market quiet, 40c. bid for December and January; 40½c. for February. Choice loose cake, \$23.25 for December and \$23.50 for January, per short ton, f. o. b. Galveston; good inquiry.



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## PROVISION AND COTTON OIL VIEWS.

Opinions on the provision and cottonseed oil situation of a correspondent of The National Provisioner, who has been traveling about the country considerably in recent weeks, were referred to in a recent issue, and caused some comment at the time, as they differed from views generally held in some respects. The situation as to cotton oil turned out as this correspondent predicted, however. He writes further this week on the same markets, and in the course of his letter he says:

"Considering the situation further, so far as the lard market is concerned I can see no reason why May lard should not sell at least 100 points cheaper than it is now, perhaps more. This is based on the large grain crops. It is well known that by May a great many cheap hogs can be produced. Thirty-five to forty-cent corn at the farms means that hogs can be fattened and sold at a profit at 6@6½c., delivered at the stock yards, which theoretically figures out 8½c. or less for lard.

"I believe that the farmers, rather than sell all their corn at the low prices now bid, will hold back as much as possible and feed it to hogs, since in the form of hog flesh they will realize more for the corn, even should the hog prices decline considerably under today's prices. Of course, this will have a tendency to keep hogs at home to be fattened to the limit, thus keeping them off the market.

"This, together with the unusually light stocks in the country, I believe will have a tendency to hold the price of provisions up until the time when heavy hogs begin to come on the market. And when the new matured hog crop makes its appearance in the spring, naturally cheap lard will mean less need for cottonseed oil, and therefore I believe that between now and March we will

have our highest range of cottonseed oil values.

"High prices are now being paid for cotton seed, but the seed is not coming out as one would imagine. Many complain that seed is being hauled back to the farms; whether this seed will come out again is the question. Several mills in the Valley are closed down now for lack of seed. The planters have been busy gathering their cotton during the open weather we have been enjoying for some time, and ginning has not been up to the standard. Mississippi is 125,000 bales behind last year, with Tennessee 100,000 bales behind.

"When bad weather sets in and gathering the crop is handicapped, heavy ginning should be resumed and seed receipts should pick up. Taking everything into consideration, it looks as though the crush will be spread over quite a period and will be more or less spasmodic. This, naturally, will relieve selling pressure on the part of the mills, and even in the face of advance market conditions, should they arise, cottonseed products values should be fairly well maintained during the present season."

## OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, December 5.—Our provision markets during the past week have been very active at unchanged values. Stocks on the first of the month show a very large reduction from last month, and the demand continues very good. Business in oleo oil during the past week has been very quiet, and values are gradually sliding off on account of lack of business. Neutral lard is active, but at a considerable reduction from previous sales. Business in cotton oil for export during the past week has been quiet. Europe, however, is in the market for further quantities, but are not ready to pay values ruling on this side.

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Chicago

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Prices Advance—Still Low with Crude and Seed—Crop Estimates Conflict—Sentiment Mixed—Consumers Are Conservative.

In view of the bullish enthusiasm which has permeated the South, the surprising feature of the last week in the cottonseed oil market was the small response given to conditions by the future market. Quotations were advanced, but not commensurately with prices of seed and crude oil. There has been a great deal of comment on the disparity which exists between the prices in the option market, the quotations of crude and the cost of seed. Claims have been numerous that a readjustment is inevitable. Crude is not as high as warranted by the cost of seed, yet the local contract market has ruled under a parity with actual oil at the South.

These abnormal conditions have resulted in a somewhat improved speculative inquiry, with the South leading in this respect. Smaller crop estimates have had their influence, but there is still so much of a difference of opinion that the tendency is to await the Government figures on December 12. On the 9th of this month the Census Bureau will promulgate statistics on the ginning to December 1, but deductions from this will be of little avail, inasmuch as it has been constantly and emphatically averred that ginning has progressed with unprecedented rapidity. In other words the amount

yet to pass through the gins is to be fathomed, rather than that which has already been received.

To date the strength in the South in its holding ability has been under-estimated. Mills have not sold crude freely at the higher prices, as has been vehemently predicted in certain circles. It has been declared that this disinclination to release oil was natural, for the valid reason that those who bought seed could not crush it and sell it at the prices which were being paid. Dispatches claiming a scarcity of seed, even at this early date, were received by the trade, but it is inconceivable that with nearly 12,000,000 bales ginned that the seed has already been absorbed, although a fair sold-up condition of the mills has been frequently alluded to. It remains to be seen whether farmers are justified or not in holding so tenaciously, and also what effect, in stimulating the crush, the higher prices will have.

It is only reasonable to suppose that the violent advances in the cotton market have changed sentiment somewhat in regard to the probable cotton outturn. Admission has been made that to a certain extent the rise in cotton values was warranted by the modification of crop ideas, but undoubtedly that market has felt the influence of an urgent spinning inquiry and powerful speculative operations. It would seem only fair to call attention to the fact that some of the confirmed bulls in the cotton market are not adhering to their position because of the production promised, but rather on the outlook for a record consumption.

The oil trade is calculating on a crop of seed cotton of about 13,800,000 bales; some slightly under, and others slightly over 14,000,000 bales. Statisticians have again attempted to show that on the basis of a crop of seed cotton, approximating 13½ million bales, there can be over 3½ million barrels of refined oil, as compared with 3,620,000 barrels a year ago. This is under the assumption that there will be a crush of about 75 per cent., against 70 per cent. a year ago, the increase to result from the inducement which farmers are receiving to sell their seed, in the nature of higher prices, while it is only reasonable to suppose that the South is in a better position to purchase fertilizer for next season and turn their seed to other channels.

If the oil production this season is to be only about 100,000 barrels under that of 1911, the refining losses will have to average 2 per cent. lower, and the yield of oil, to a ton of seed, just slightly over 40 gallons. There are authorities in the trade who insist that notwithstanding the augmented prices for seed, the crush will not be increased 5 per cent., but there seems to be little desire to dispute the claims that the producing quality of the seed is improved over that of last season. Then again, the divergent crop views are to be reckoned with, but nominally 200,000 bales of cotton either way would alter the result only to the extent of about 45,000 barrels of oil.

The basis for the conflict of opinion still lies in the inability to arrive at a conclusion as to the probable assimilation of the oil pro-

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# KENTUCKY REFINING COMPANY

INCORPORATED 1885



## COTTON SEED OIL

Refinery and General Office: LOUISVILLE, KY.

duction this year. The pronounced premium of pure lard over cottonseed oil and compound lard augurs well for a substantial increase in the manufacture of the substitute. Most authorities agree that to date compound lard sales are materially ahead of those of last year. On the other hand, exports of cottonseed oil are limited and new demand is extremely quiet. Against the 1,000,000 barrels shipped last year, there are estimates that 700,000 this season will comprise a full total. Furthermore soap makers have not been vitally interested at any time since September 1, and have only taken small quantities. A guess of less than half of last year's takings of 600,000 barrels has been ventured.

Whether the larger demand for the edible grades of oil will be sufficient to offset the reduced absorption of the lower descriptions, and the smaller shipments abroad, is a matter of conjecture at this time. To date the prospects of a reduced production of oil have not stimulated inquiry very much, and there has been no change in the character of buying by consumers who seem willing to purchase requirements over a short time only, giving a decided preference to the dearer grades of oil. Foreign trade is along similar lines.

Closing prices, Saturday, November 30, 1912.—Spot, \$6.25@6.40; December, \$6.27@6.30; January, \$6.32@6.33; February, \$6.33@6.38; March, \$6.42@6.44; April, \$6.42@6.49; May, \$6.53@6.55; June, \$6.54@6.60; July, \$6.63@6.65. Futures closed at 4 to 11 advance. Sales were: January, 5,200, \$6.35@6.29; March, 3,900, \$6.45@6.40; April, 100, \$6.50; May, 2,600, \$6.57@6.53; July, 1,000, \$6.65@6.63. Total sales, 12,800 bbls. Good off, \$6.05@6.25; off, \$5.90@6.15; reddish off, \$5.70@6; winter, \$6.40@6.30; prime crude, S. E., \$5.20@5.24.

Closing prices, Monday, December 2, 1912.—Spot, \$6.20@6.40; December, \$6.24@6.25; January, \$6.28@6.29; February, \$6.30@6.33; March, \$6.38@6.39; April, \$6.42@6.45; May,

\$6.50@6.51; June, \$6.50@6.56; July, \$6.58@6.62. Futures closed at unchanged to 5 decline. Sales were: December, 6,300, \$6.30@6.25; January, 3,900, \$6.32@6.29; February, 400, \$6.34@6.33; March, 6,400, \$6.41@6.39; May, 3,400, \$6.53@6.50; July, 400, \$6.65@6.63. Total sales, 20,800 bbls. Good off, \$6.05@6.16; off, \$5.90@6.10; reddish off, \$5.65@5.95; winter, \$6.40@7; summer, \$6.25@7; prime crude, S. E., \$5.34 bid.

Closing prices, Tuesday, December 3, 1912.—Spot, \$6.25@6.40; December, \$6.27@6.28; January, \$6.30@6.32; February, \$6.34@6.36; March, \$6.41@6.43; April, \$6.47@6.50; May, \$6.52@6.53; June, \$6.53@6.62; July, \$6.60@6.65. Futures closed at 2 to 5 advance. Sales were: December, 700, \$6.27; January, 3,400, \$6.31@6.27; February, 300, \$6.34@6.33; March, 800, \$6.42@6.41; April, 100, \$6.47; May, 2,800, \$6.55@6.51. Total sales, 8,100 bbls. Good off, \$6.05@6.18; off, \$5.90@6.10; reddish off, \$5.65@5.90; winter, \$6.40@7; summer, \$6.30@7; prime crude, S. E., \$5.34 nom.; prime crude, valley, \$5.47 nom.; prime crude, Texas, \$5.20@5.34.

Closing prices, Wednesday, December 4, 1912.—Spot, \$6.30@6.50; December, \$6.36@6.38; January, \$6.38@6.39; February, \$6.41@6.46; March, \$6.48@6.49; April, \$6.50@6.55; May, \$6.58@6.60; June, \$6.61@6.66; July, \$6.67@6.69. Futures closed at 3 to 9 advance. Sales were: December, 6,300, \$6.40@6.33; January, 3,300, \$6.41@6.35; March, 3,900, \$6.51@6.45; April, 300, \$6.50; May, 4,500, \$6.60@6.56; July, 3,600, \$6.72@6.67. Total sales, 21,900 bbls. Good off, \$6.10@6.28; off, \$6@6.18; reddish off, \$5.75@6; winter, \$6.40

@7; summer, \$6.40@7; prime crude, S. E., \$5.40 nom.

Closing prices, Thursday, December 5, 1912.—Spot, \$6.25@6.50; December, \$6.34@6.37; January, \$6.33@6.36; February, \$6.35@6.40; March, \$6.43@6.45; April, \$6.45@6.50; May, \$6.53@6.54; June, \$6.55@6.60; July, \$6.61@6.64. Futures closed 2 to 6 decline. Sales were: December, 900, \$6.36@6.38; January, 3,500, \$6.33@6.40; March, 4,900, \$6.42@6.50; May, 2,700, \$6.58@6.51; July, 200, \$6.65. Total sales, 12,300 bbls. Good off, \$6.10@6.27; off, \$6.05@6.12; reddish off, \$5.75@5.95; winter, \$6.40@7; summer, \$6.30@7; prime crude, S. E., \$5.33@5.46; prime crude, Texas, \$5.33@5.40.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

**COTTONSEED OIL SITUATION.**  
(Special Letter to The National Provisioner from Aspergen & Co.)

New York, Dec. 4, 1912.—We stated in our last review that the class of buying during the past week could not be called good. While this may have been correct at the time, still conditions appear to have gone all their way, and instead of being forced to unload at a loss, they are now in a position to take good profits. The strength of the crude markets seems to be the main feature of the week. As stated last week, the mills having sold some oil at fancy prices refused to accept any lower bids, and in a good many cases ideas were even advanced. With consumption going on all the time buyers were compelled to meet asking prices. The strength in the crude market was reflected in the refined market, with an advance for the week of some 18 to 27 points, with spot option leading. While some "short" covering was in evidence all the week, the bulk of buying was credited to refiners and outside investors.

The domestic consuming trade, while not

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heavy, is considerably heavier than the offerings of raw material. The European markets are confining themselves to light buying of the better grades.

At the close of the week the situation looks stronger than ever. Crude oil is quoted at \$5.47, and at that offerings are extremely light. On this basis January refined should be selling for at least \$6.67. Either crude oil is too high or refined oil too low. Profit-taking and "short" selling for the moment is preventing the New York market from responding to surrounding conditions. It will only be a matter of time when conditions will have to right themselves, and this will be when crude oil sells nearer the New York parity. Until then we cannot look for lower prices.

### COTTONSEED OIL EXPORTS

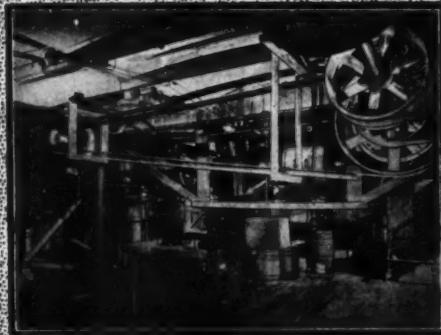
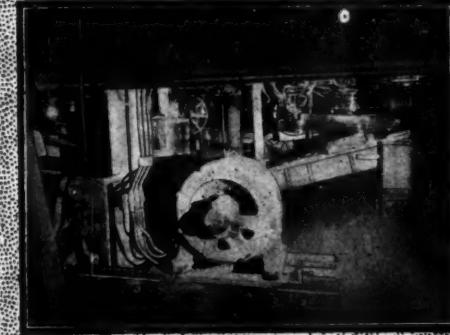
Exports of cottonseed oil reported for the week up to December 5, 1912; for the period since September 1, 1912, and for the same period last year, were as follows:

#### From New York.

Port.	For week.	Since Sept. 1.	Same period.	1912.	1911-1912.
	Bbls.	Bbls.	Bbls.	Bbls.	Bbls.
Aberdeen, Scotland	—	—	29	—	—
Acajutla, Salvador	—	14	122	—	—
Accra, W. Africa	—	—	10	—	—
Adelaide, Australia	9	9	—	—	—
Alexandretta, Syria	—	—	18	—	—
Alexandria, Egypt	—	1,128	—	—	—
Algiers, Bay, Africa	—	131	—	—	—
Amatapu, Honduras	—	11	—	—	—
Amsterdam, Holland	—	91	—	—	—
Ancona, Italy	—	285	—	—	—
Antilla, W. I.	14	50	—	—	—
Antofagasta, Chile	—	5	—	—	—
Antwerp, Belgium	670	1,702	—	—	—
Arendal, Norway	—	50	—	—	—
Arica, Chile	—	138	—	—	—
Asuncion, Paraguay	—	7	—	—	—
Auckland, N. Z.	—	676	—	—	—
Aux Cayes, Haiti	6	—	—	—	—
Azores, W. I.	—	244	—	—	—
Bahia, Brazil	—	99	—	—	—
Bahia, Blanca, A. R.	—	9	—	—	—
Barbados, W. I.	50	736	254	—	—
Beira, Africa	—	—	24	—	—
Belize, Br. Honduras	—	21	—	—	—
Bergen, Norway	—	—	400	—	—
Birkenhead, England	—	100	—	—	—
Bordeaux, France	325	450	340	—	—
Braila, Roumania	—	—	250	—	—
Bremen, Germany	—	—	700	—	—
Buenos Aires, A. R.	963	5,941	2,371	—	—
Cairo, Egypt	—	—	14	—	—
Cape Town, Africa	—	265	606	—	—
Cardenas, Cuba	—	29	14	—	—
Cartagena, Colombia	13	69	—	—	—
Casablanca, Venezuela	—	—	60	—	—
Cayenne, French Guiana	330	353	441	—	—
Christiania, Norway	—	35	8,200	—	—
Clenfuegos, Cuba	—	13	14	—	—
Ciudad Bolivar, Venezuela	—	2	—	—	—
Colon, Panama	124	511	521	—	—
Constantinople, Turkey	—	200	1,825	—	—
Constanta, Roumania	—	—	23	—	—
Copenhagen, Denmark	—	2,180	2,500	—	—
Corinto, Nicaragua	—	—	42	—	—
Cork, Ireland	—	—	100	—	—
Cristobal, Panama	—	—	30	—	—
Cucuta, Colombia	—	3	—	—	—
Curacao, Leeward Islands	—	56	49	—	—
Dedengatch, Turkey	—	—	580	—	—
Delagoa Bay, Africa	—	—	97	—	—
Demerara, Br. Guiana	102	698	800	—	—
Dominica, W. I.	492	492	33	—	—
Dublin, Ireland	—	—	1,700	—	—
Dunkirk, France	—	300	—	—	—
Flume, Austria	—	—	300	—	—
Fredericksdal, Norway	—	—	35	—	—
Fremantle, Australia	—	47	—	—	—
Total	—	24,139	111,733	88,281	—

#### From New Orleans.

Galatz, Roumania	—	2,075	Copenhagen, Denmark	—	375
Gallipoli, Turkey	—	150	Genoa, Italy	—	50
Genoa, Italy	5,780	11,387	Glasgow, Scotland	—	350
Gibraltar, Spain	—	—	Gothenberg, Sweden	—	300
Glasgow, Scotland	125	1,725	Hamburg, Germany	—	2,140
Gothenberg, Sweden	—	—	Hamburg, Germany	—	1,715
Grenada, W. I.	—	—	Havana, Cuba	140	1,288
Guadeloupe, W. I.	—	178	—	—	529
Hamburg, Germany	100	2,985	Kingston, W. I.	85	123
Havana, Cuba	—	655	Liverpool, England	—	800
Havre, France	2,275	5,204	London, England	—	4,825
Hong Kong, China	—	2	Manchester, England	—	7,066
Hull, England	296	691	Marseille, France	—	1,175
Iquique, Chile	—	—	Port Limon, C. R.	—	721
Kingston, W. I.	192	693	Progreso, Mexico	100	600
Kobe, Japan	—	—	Rotterdam, Holland	450	36,832
Koenigsberg, Germany	—	25	Stavanger, Norway	—	135
Kustendjal, Roumania	—	—	Tampico, Mexico	—	180
La Union, Salvador	—	43	Vera Cruz, Mexico	—	350
Leghorn, Italy	—	—	Total	775	16,063
Lelpzig, Germany	—	—	From Galveston.	—	61,597
Liverpool, England	450	4,072	Bremen, Germany	—	125
London, England	550	7,194	Copenhagen, Denmark	—	150
Macoris, S. D.	—	156	Hamburg, Germany	—	200
Malmö, Sweden	—	—	Havana, Cuba	—	45
Malta, Island of	—	—	Rotterdam, Holland	—	200
Manchester, England	—	1,899	Vera Cruz, Mexico	200	200
Maracaibo, Venezuela	—	—	Total	550	1,507
Marseilles, France	8,770	11,114	From Baltimore.	—	—
Martinique, W. I.	—	390	Antwerp, Belgium	—	400
Matanzas, W. I.	—	5	Bremenhaven, Germany	—	30
Melbourne, Australia	—	60	Christiania, Norway	—	300
Mersina, Turkey	—	—	Constantinople, Turkey	—	322
Monte Cristi, S. D.	—	467	Gothenberg, Sweden	50	200
Montego Bay, W. I.	—	—	Hamburg, Germany	—	500
Montevideo, Uruguay	281	887	Havre, France	700	1,365
Moyaquez	—	25	Liverpool, England	100	50
Naples, Italy	—	924	Malta, Island of	—	25
Newcastle, England	—	98	Rotterdam, Holland	—	250
Nuevitas, Cuba	—	—	Total	850	2,740
Pandemra, Asia	—	—	From Philadelphia.	—	1,182
Para, Brazil	—	—	Hamburg, Germany	—	75
Patras, Greece	—	—	London, England	—	250
Piraeus, Greece	—	3,100	Total	825	180
Plantonia	—	3	From Savannah.	—	—
Port Antonio, W. I.	6	45	Antwerp, Belgium	—	866
Port au Prince, W. I.	10	34	Bremen, Germany	—	51
Port Barrios, C. A.	—	—	Hamburg, Germany	—	3,314
Port Limon, C. R.	22	130	Havre, France	—	2,958
Port Said, Egypt	—	—	Liverpool, England	—	7,037
Progreso, Mexico	—	32	London, England	—	537
Puerto, Mexico	—	17	Rotterdam, Holland	—	3,343
Puerto Plata, S. D.	—	—	Total	3,343	26,980
Punta Arenas, C. R.	—	—	From Norfolk.	—	—
Ravenna, Italy	—	—	Glasgow, Scotland	—	25
Rio Janeiro, Brazil	90	247	Hamburg, Germany	—	400
Rodosta, A. R.	—	—	London, England	—	250
Rotterdam, Holland	2,855	17,985	Total	1,450	2,050
Rotterdam, Holland	—	10,735	From All Other Ports.	—	7,256
St. Johns, N. F.	—	21	Canada	—	116
St. Kitts, W. I.	—	165	Liverpool, England	—	2,399
St. Thomas, W. I.	—	9	Mexico (including overland)	3,749	14,214
Salonica, Turkey	—	—	Total	3,749	13,886
Sanchez, S. D.	—	113	Recapitulation.	—	—
San Domingo, S. D.	—	84	From New York	24,189	88,281
San Juan, P. R.	—	—	From New Orleans	775	16,065
Santiago, Cuba	—	889	From Galveston	—	61,597
Santos, Brazil	—	1,030	From Baltimore	850	1,507
Savanna, Colombia	—	—	From Philadelphia	—	180
Smyrna, Turkey	—	—	From Savannah	—	2,958
Southampton, England	—	150	From Norfolk	—	7,256
Stettin, Germany	—	—	From all other ports	3,749	10,729
Stockholm, Sweden	—	—	Total	30,963	207,987
Surinam, Dutch Guiana	—	41	—	—	—
Sydney, Australia	—	96	—	—	—
Tampico, Mexico	—	52	—	—	—
Tonberg, Norway	—	—	—	—	—
Trieste, Austria	1,233	14,270	—	—	—
Trinidad, Island of	—	182	—	—	—
Turks Island, W. I.	—	85	—	—	—
Valparaiso, Chile	43	396	—	—	—
Venice, Italy	3,663	7,278	—	—	—
Vera Cruz, Mexico	—	17	—	—	—
Wellington, N. Z.	—	—	—	—	—
Yokohama, Japan	—	—	—	—	—
Zanzibar, Zanzibar	—	47	—	—	—
Total	—	24,139	111,733	88,281	—

G. E. Motor Driven  
Vats.G. E. Motor  
Driven Soap  
Powder Machines.

## Dependable Power for the Soap Factory

Motors made by the General Electric Company are successfully operating practically every machine used in Swift & Company's Soap factory.

The illustrations show these applications which have been satisfactory in every particular, although the motors have been thickly covered with soap dust in the power room, and subjected to moisture in the vat rooms.

The intermittent character of the boxing and nailing machine work shows a large power cost saving with electric motor drive. No power is consumed when the machine is not producing, and the use of individual motors for each machine does away with line shaft friction losses, besides keeping each machine constantly at its maximum speed.

G. E. Motors on  
Cutting MachineG. E. Motor Driven  
Wrapping or  
Packing Machine.

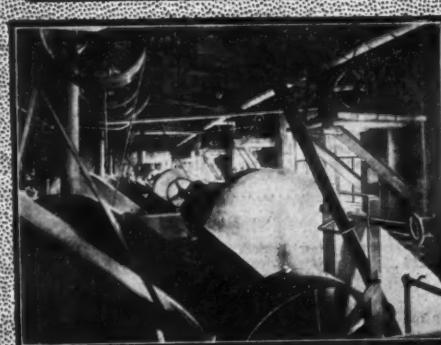
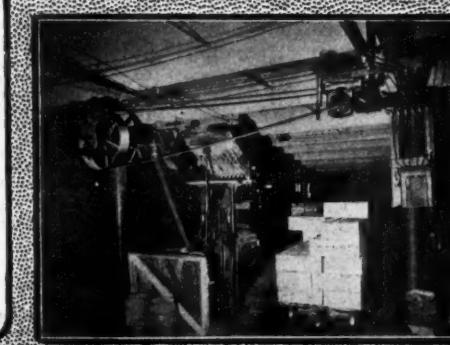
The General Electric Company has a motor for every soap factory machine, a controller for every motor and engineer specialists to apply them properly.

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## HIDES AND SKINS

DAILY HIDE AND LEATHER MARKET

## Chicago.

**PACKER HIDES.**—The same dullness that has prevailed for some time now still continues, and the market continues to show a weak undertone, especially for December salting, which buyers are especially avoiding at present. It is predicted that there will be a large slaughter of native cattle throughout the West this month. Tanners are talking that the "tanning packers" were chiefly responsible for the last advances in packer hides, which put prices relatively higher than leather, especially for native steer hides. Buyers seem even more inclined to hold off now than formerly, as the late declines at the Paris auctions and in South American dry hides together with reductions in the domestic country hide market cause them to believe that the general hide situation is now weak. Most buyers' views now on December salting are a full cent under the top rates for November hides. Native steers are dull and easy, with prices nominal. The increasing slaughter of this class of cattle causes tanners to expect lower prices, and they also think that the accumulations of kosher spready steers, especially in the East, will have a depressing effect. One packer is offering a few Novembers at 19½c., and was previously asking this price for December. It is believed some packers would accept 19½c. for November-December, but no bids are reported. Texas steers are still nominal in the absence of sales, but the kill of these is now falling off. Heavies last sold 17½c. Lights are nominal at 17½@17½c., and extremes 17½@17½c. Butt brands are easier along with native steers and nominal. Offerings at 17½c. are unsold. Colorados are also quiet and nominal at 17½c., at which figure last sales were made. Branded cows are in less supply, but the demand is also light. Price 17½c. nominal last sale. Native cows continue to show the most weakness of any variety, owing to the larger supply of these. Some trading was noted Tuesday of 2,000 October-November 45@55 special weight light cows at 17½c., and 3,000 November heavy cows at 17½c., as reported by us then, but some buyers state that the prices on these sales were ¼c. under what were reported, or 17½c. for the 45@55 lbs., and 17½c. for the heavies. The market is nominally around these prices, with no more sales. Native bulls are nominal at 15½@16c., with no sales owing to stocks being mostly sold to January. Branded bulls are quoted at 13@13½c., as to lots. The last sale previously noted of 1,400 Novembers at 13½c. was mostly Ft. Worths, including some Kansas Citys, and these had been held at 14c., owing to the light average weight and the large percentage of Texas in the lot.

Later.—A large car of mostly November heavy Texas steers with some Decembers included sold Chicago at 17½c.

**COUNTRY HIDES.**—The market still rules slow and easy, with a weaker disposition at outside points than here, as the larger Chicago dealers prefer to refrain from pressing stocks on the market at present when tanners are so bearish in their views. The market is held fairly steady for any hides for

shipment before December 15, but there is a very slow sale now for future deliveries. The Western tanners in Milwaukee, etc., are receiving larger consignments from parties who regularly ship in to them, and also larger offerings from outside point dealers, which is usual at this time of year. Last sales at outside points were at 15½c. for 45-lb. and up, and 16½c. for extremes 25@45 lbs. Chicago freight basis or delivered at Milwaukee for hides for December shipment. Buffs continue to be quoted at 15½c. here for December shipment, as per last sales, but the demand is slow, with tanners holding off at this price, and offerings at 15½c. for late December delivery are not taken. A few special selection lots have sold lately at 15½c. and 15¾c. Heavy cows are also quiet at a range of 15½@15¾c. alone, and last sales with buffs at 15½c. Extremes are also easy, with some offerings for late December shipment at 16½c. unsold, although last reported sales here were at this. Poorer Southwestern lots would have to sell less. Heavy steers are dull at a range all the way from 15½@16½c., as to the quality, etc., of lots. Bulls are easier at 12½@13c. for heavy and 13@13½c. for light average. Last sales here 13c. Branded steers are unchanged at 13½@14½c. flat, with choice small packers held up to 15½c. flat.

Later.—Market again weaker. Car Chicago buffs sold 15½c. for latter end of December delivery. Dealers here, however, claim to have declined bids of 15½c. for 5,000 45-lb. and up cows for delivery next week, as they say they are sold up on these and cannot make shipments before the week of December 16. A small outside Western point dealer sold a car of 25-lb. and up hides at 15c. selected f. o. b. at not a high freight point, and another car of cows was sold by a larger outside point dealer at 15½c. for buffs and 16½c. for extremes, with the freight paid to a Western tannery, probably Milwaukee or Chicago.

**CALFSKINS.**—The market is quotedably unchanged, but buyers are looking for some further concessions. Regular Chicago cities are offered at 20½c., and regular outside cities at 20c., with especially choice lots of each held ¼@½c. higher, and no further sales noted. Countries range from 18½@19½c., as to lots. Kips are still easy, with mixed outside cities and countries offered for future delivery at the last selling price of 17½c.

**SHEEPSKINS.**—Market steady to firm. Packer pelts of heavy average rule at \$1.40, with \$1.45@1.50 asked and earlier takeoff down to \$1.30. Outside cities range from \$1.20 up to packer prices as to lots, and good late receipt countries are selling at \$1@1.10.

**HORSE HIDES.**—Late receipt mixed countries and cities are firm at \$1.15@1.25.

## New York.

**DRY HIDES.**—Further weakness developed again in common varieties, with sales at another reduction of ¼c.; making a half cent decline from the top rates of last week. Out of the last two cargoes of Orinocos amounting to 6,000 per the S. S. "Marowijne" and "Mayaro," 3,900 were sold before their arrival here, and the balance, 2,100, are reported sold later at 29½c. A little lot of Bogotas has also been sold at 29½c. basis for mountains. The total sales of Central Americans, etc., of late at 29½c. amounted altogether to 4,700, including 500 of these that were exported to Europe. A

little lot of 320 Ecuadors sold at 23c., which is an advance on these over previous sales. Fresh arrivals here include 2,320 Bogotas, etc., per the S. S. "Magdalena," and 1,586 Bahias per the S. S. "Cervantes." River Plates are also weak, and some buyers are claiming that they have been offered Buenos Aires down to 30½c.

**WET SALTED HIDES.**—The 4,000 San-sinena frigorifico steers and 2,000 ditto cows noted offered previously were not sold, owing to a lack of bids. There is no sale of these hides unless at least three bids are made, and only two bids were submitted this time. Pronounced weakness has developed in Mexicans, etc., and some sales of these have been made at a drop of ½c., and on some choice kinds the decline is ¾c. under the top figures of a while ago. About 2,000 to 3,000 coast Mexicans, including best marks of Vera Cruz, sold down to 15½c. There is an offering on the market of 1,000 Montereys at 16c., and it is reported that these hides cost the holder 16½c., but it is doubted if over 15½c. is obtainable for Montereys now.

**CITY PACKER HIDES.**—The local market is decidedly dull. Packers are looking for bids, but buyers appear to have dropped out of the market. Offerings continue large of spreadies, and there are some holdings of branded steers and cow hides, but native steers and bulls are steady, owing to the fact that these were previously all cleaned up to the end of the year.

**COUNTRY HIDES.**—Further weakness has also developed in this market, and a car of 45-lb. and up New York State hides, with heavy bulls out, and ready for shipment within a week or two has been held here at 15c. selected. This is the same car as was noted yesterday as offered at 15½c. selected. A little lot of 25-lb. and up New York State hides amounting to 300 was also sold at 14½c. flat. Southerns are also weaker, with more offerings here, and reduced prices asked. Some far Southerns have been offered here at 13½c. flat, and some better localities at 14c. flat, but buyers are talking even less. As an instance of some buyers' views a bid was made on a lot of North Carolina southerns of 13c. flat, and the holder of these had been asking 15c. No sales are reported here of Ohio or Pennsylvania buffs, although there are offerings of these at 15½c. selected, and extremes offered at 16½c. have not been reported sold as yet.

**CALFSKINS.**—The market is slow, and the tendency easy, but small supplies at present prevent any breaks in prices. Some 5@7-lb. alone New York cities have been offered out at \$1.85, but not taken. Nominal quotations are: New York cities, \$1.85, \$2.27½ and \$2.60; mixed outside cities and countries, \$1.70, \$2.10@2.15 and \$2.42½@2.45, and countries, \$1.65, \$2.05 and \$2.40 for the regular lots.

## SWIFT STOCKHOLDERS' MEETING.

Notice has been made public of the annual meeting of stockholders of Swift & Company, to be held at Chicago on Thursday, January 2, 1913. Directors will be elected and the meeting will vote on some important matters, including the question of extending the term of corporate existence of the company and the approval of the action of the directors in taking over some of the property of the National Packing Company at its recent dissolution.

**We Buy Tallow, Grease, Bones, Hoofs, Fertilizer, Cracklings, etc.**  
**Our Specialty: Horns and Shin Bones**

**M. K. PARKER & CO., 607-608-609 Postal Telegraph Bldg., Chicago, U.S.A.**

# Chicago Section

"Gee! But provisions look cheap—and they are," said an old-timer the other day.

The old wagon is being painted up, and a barb wire fence put around it this time.

That rumbling sound you hear now and again is wheat getting ready to blow the lid off.

The new Stock Yards Inn may be considered one of the points of interest in Chicago.

Now the Peoria Board of Trade wants Willis L. Moore, the weather man, for Secretary of Agriculture. Next!

Andy succeeded in stirring 'em up a few, at least. Now T. R. wants to pension penniless old people. Good idea, at that.

Silence may not always be golden, but it can be a menace; it can be oppressive and impressive. What's he figuring on, anyhow?

Peter made a noise like the exhaust of an air brake and—stepped out. That "down" thing, however, is not in Pete's dictionary.

Doves, olive branches and other emblems of peace are on the bargain counter at greatly reduced figures. Untouched, however.

Quite a bunch of turkeys left over after Thanksgiving. Mostly frames, however—looked as if they'd been starved most to death.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, November 30, 1912, averaged 10.38 cents per pound.

Armour & Company's beef house No. 2 at 45th and Loomis streets, containing a lot of Christmas stuff, burned down on Saturday last. Loss estimated at around \$250,000.

T. H. Waterman, the big Board of Trade

wheat operator, has posted his membership for transfer and will retire. Mr. Waterman stands high in the estimation of his confreres.

The law of averages and the law of compensation, now and again, rub a little gilt off the coal-an-ice man's little old escutcheon. The gasauphone guy, however, manages to keep his burnished most all the time.

Many newspapers and individuals here would save President-elect Wilson and Governor-elect Dunne a whole lot of worry and trouble by making all the appointments to office for them. Real generous.

Former United States Senator James Gordon, of Mississippi, who was the orator at the famous "Southern Dinner" of the American Meat Packers' Association in Chicago two years ago, died last week at his home at Okolona, Miss., at the age of 79.

Stock Yard district residents, headed by State Representative David E. Shanahan and Fathers Morrison and Flaherty, are clamoring for the removal of the Chicago Reduction Company's plant, which manipulates the garbage of the city. The case has been laid before the council finance committee by the before-mentioned gentlemen.

Two horse abattoirs have been located near Chicago, one a mile west of the city limits at Archer avenue, and the other in the town of Berwyn, at the drainage canal. It is rumored that some of this horse beef is used at the free lunch counters in the cheap saloons. The State pure food commission is investigating the matter.

The packers so far have not been accused of starting the war now raging in and around Turkey, though there is no doubt they are at the bottom of it, if it could be investigated and anybody could remember. They are at the bottom of most everything devilish, but now and again they come out on top, nevertheless. Ox narratives are 8 cents per pound.

Butchers! Do your Christmas shopping early, and put in a line of package oleomargarine, lard and canned goods. There is money in this material, and it attracts trade. The usual seventeen million pound champion steer is at the show, also enough prize winning beef, mutton and lamb to go around, and there are miles of blue ribbons to be had. So line up your Christmas display as it should be. Your customers will like it.

## INTERNATIONAL STOCK SHOW NOTES.

President W. E. Skinner threw open the gates to the great 1912 International Livestock Show at 10 o'clock Saturday morning.

B. H. Heide, the genial and capable secretary of the International Live Stock Exposition, was about as busy as they make 'em all the week.

Monday night was "Society Night" at the Stock Show. A number of well-known society ladies handled their own horses in the ring and did it creditably.

J. D. McGregor, Brandon, Manitoba, with a two-year-old Angus bullock, secured the grand champion fat steer prize, the second time the Canadians have won this event.

In the students' judging contest for the Armour Scholarship and other valuable prizes Iowa State College made the highest total score, Kansas Agricultural College was second and Missouri third.

J. D. McGregor, of Brandon, Manitoba, exhibited a 7-year-old cow. Violet III, which he says has traveled 50,000 miles in that time, visiting stock shows in Great Britain, Canada and the United States.

This year's International Livestock Show surpassed any previous one in every respect. Great credit is due to active officers who contributed to its markedly successful manipulation.

A Blackfoot Indian chief, Wah-Hah-Gun-Ta (looks like Chinee, don't it?) was a visitor at the Stock Show Monday. His nobs claims to be 131 years old. He let a couple of grunts loose now and again when interested.

An interesting and instructive department this year was a school or demonstration of purchasing and cooking meats, devoted chiefly to the less costly meats, presided over by Mrs. Van Zile, of the Kansas Agricultural College, and Miss McKay, of the Iowa State College, both heads of the domestic science department of those colleges. Their assistants were college women.

Swift & Company won first and second prizes in the 3,000 to 3,700 pound draft horse-pairs. In the next class for pair horses weighing over 3,700 pounds, the first prize went to Morris & Company, the second to Swift & Company, and the third to the Union Stock Yards & Transit Company. Morris & Company's entry was voted by horsemen as "superb in every respect."

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Manhattan Building, CHICAGO, ILL  
Designers of Packing Plants  
Cold Storage and Warehouses

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**BRILL & GARDNER**  
ENGINEERS  
Mechanical, Electrical, Architectural  
Specialties: Packing Plants, Cold Storage,  
Manufacturing Plants, Power Installations,  
Investigations.  
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Packers and Provision  
Dealers Everywhere!  
Cut your Telegraph Expenses  
in Two!

Use and make your correspondents use  
**CROSS'S CODE**  
The only real up-to-date Provision Code  
built by a provision man.  
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**H. H. BRUNT**  
CHICAGO, U. S. A.

OLEO-OIL NEUTRAL LARD  
OLEO-STEARINE (Domestic and Foreign)  
SPECIAL OILS (Domestic and Foreign) for

**BUTTERINE**

## PRINTED PARCHMENT WRAPPERS

are the best advertisement for your business and you can't get anything so satisfactory as the PURITAN BRAND. Ask for samples.

**THE WEST CARROLLTON PARCHMENT CO., Dayton, Ohio**

# MERIT!!!

## SUPREME ANHYDROUS AMMONIA

tower way above all others.

It is a product of which we are justly proud.

Did you ever hear of anyone change after once using

### ANHYDROUS **SUPREME** AMMONIA

**“EVERY OUNCE ENERGIZES”**

Drop a line for a demonstration.

Supreme Means   
 { Less Power—Less Coal—Less Expense.  
 { More Refrigeration—More Satisfaction—More Efficiency.

NEW YORK

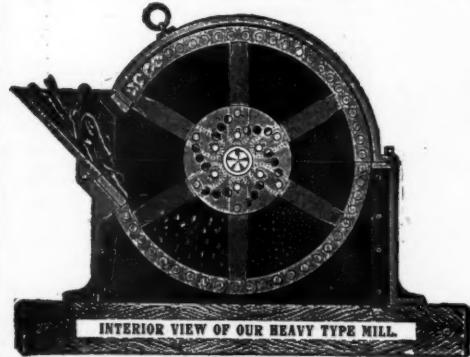
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U. S. YARDS

**WHY SELL YOUR TANKAGE and BONE UNGROUND?**

GET FULL VALUE FOR THESE PRODUCTS



INTERIOR VIEW OF OUR HEAVY TYPE MILL.

1,700 MACHINES NOW IN USE.

### **WILLIAMS GRINDER**

WILL TURN YOUR MATERIAL OUT AT ITS  
**HIGHEST VALUE**

Also Grinds Shells, Cracklings, Etc., for Poultry Food

Manufactured and Licensed under 87 separate and distinct Patents

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SAN FRANCISCO OFFICE: 347 Monadnock Bldg.

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CAR LOTS SHIPPED TO ANY PART OF THE U. S.

We invite New York and New Jersey butchers to visit  
us. Philadelphia is only two hours from New York.

ABATTOIR  
AND  
SALESROOMS  
STOCK YARDS  
30th and Race Sts.  
PHILADELPHIA

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 25	18,658	1,314	41,900	49,610
Tuesday, Nov. 26	6,540	1,371	31,293	28,043
Wednesday, Nov. 27	14,146	1,090	32,587	20,025
Thursday, Nov. 28—Holiday.				
Friday, Nov. 29	6,829	991	35,293	30,719
Saturday, Nov. 30	2,387	65	13,065	3,126
Total last week	48,560	4,831	152,158	131,523
Previous week	70,311	5,630	164,855	184,362
Cor. week, 1911	52,970	6,502	137,646	89,454
Cor. week, 1910	72,059	6,906	142,381	142,642

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 25	5,065	79	2,750	10,503
Tuesday, Nov. 26	3,247	78	2,238	7,799
Wednesday, Nov. 27	6,258	156	4,157	6,077
Thursday, Nov. 28—Holiday.				
Friday, Nov. 29	1,733	145	1,812	3,071
Saturday, Nov. 30	728	1	780	1,070
Total last week	17,031	459	11,737	28,520
Previous week	22,025	356	18,283	40,623
Cor. week, 1911	23,506	606	27,473	16,474
Cor. week, 1910	34,673	883	41,537	26,124

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Nov. 30, 1912	2,395,177	6,519,922	5,511,119
Same period, 1911	2,701,293	6,424,348	5,244,100

Combined receipts of hogs at eleven points:

	530,000
Week ending Nov. 30, 1912	619,000
Previous week	503,000
Year ago	453,000
Two years ago	222,220,000
Total year to date	

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Nov. 30, 1912.	145,400	372,700	237,800
202,000	425,800	324,800	
Year ago	117,400	352,600	151,200
Two years ago	173,200	310,700	247,900
Totals, 1912, to date	6,961,000	17,082,000	12,150,000
Totals, 1911, to date	7,694,000	17,236,000	11,853,000

## CHICAGO PACKERS' HOG SLAUGHTER.

	37,900
Armour & Co.	25,900
Swift & Co.	18,000
S. & S. Co.	11,700
Morris & Co.	6,900
Anglo-American	6,800
Boyd-Lundrum	9,500
Western P. Co.	5,900
Roberts & Oak	2,800
Miller & Hart	2,300
Independent P. Co.	5,000
Brennan P. Co.	3,000
Others	12,000
Totals	147,700
Previous week	152,700
1911	112,200
1910	114,500
Total year to date	5,260,400
Same period last year	5,243,600

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week	\$8.20	\$7.70	\$4.05	\$7.20
Previous week	8.00	7.75	3.95	7.05
Cor. week, 1911	6.85	6.17	3.55	5.65
Cor. week, 1910	6.20	7.10	3.80	6.85
Cor. week, 1909	6.40	8.20	4.75	7.20

## CATTLE.

	\$9.00@11.00
Good to choice steers	7.25@ 9.00
Fair to good steers	6.00@ 7.25
Common to fair beefs	5.50@ 6.50
Inferior killers	5.50@ 6.50
Range steers	6.50@ 9.50
Fair to fancy yearlings	7.25@ 9.85
Canner bulls	2.25@ 3.25
Good to heavy choice cows	5.50@ 7.50
Fair to choice vealers	8.75@ 10.50
Heavy calves	5.25@ 9.00
Feeding steers	6.00@ 7.50

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## STOCKERS.

Medium to good beef cows	4.25@ 5.50
Common to good cutters	3.00@ 4.00
Inferior to good canners	2.50@ 3.25
Bologna bulls	3.75@ 5.40
Butcher bulls	4.50@ 7.00

## HOGS.

Good to prime heavy	\$7.60@7.70
Fair to good heavy packers	7.40@7.60
Rough heavy packing	7.30@7.50
Light mixed, 170@200 lbs.	7.45@7.55
Choice light, 170@200 lbs.	7.50@7.65
Pigs, 110 lbs. and under	5.00@6.25
Pigs, 110@140	6.25@7.40
Boars, according to weight	3.00@4.25
*Stags, according to weight	7.50@8.00

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Range yearlings	\$5.00@6.23
Fed yearlings	\$5.00@6.30
Native lambs	6.65@7.75
Native yearlings	5.50@6.50
Range lambs	6.50@7.35
Feeding lambs	5.50@6.85
Feeding wethers	3.50@4.25
Good to choice wethers	4.00@4.40
Good to choice ewes	3.50@4.20

Range of Prices.

## SATURDAY, NOVEMBER 30, 1912.

## Open. High. Low. Close.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January	\$19.20	\$19.32 1/2	\$19.17 1/2	\$19.27 1/2
May	18.55	18.62 1/2	18.55	18.57 1/2
LARD—(Per 100 lbs.)—				
December	10.90	10.95	10.90	10.90
January	10.63	10.67 1/2	10.62 1/2	10.62 1/2
May	10.17 1/2	10.22 1/2	10.17 1/2	10.17 1/2
RIBS—(Boxed, 25c. more than loose)—				
January	10.27 1/2	10.27 1/2	10.25	10.25
May	9.90	9.95	9.90	9.92 1/2

## MONDAY, DECEMBER 2, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January	19.17 1/2	19.40	19.12 1/2	\$19.37 1/2
May	18.55	18.70	18.52 1/2	18.70
LARD—(Per 100 lbs.)—				
December	10.87 1/2	11.00	10.82 1/2	\$11.00
January	10.57 1/2	10.67 1/2	10.52 1/2	10.65
May	10.15	10.25	10.12 1/2	10.25
RIBS—(Boxed, 25c. more than loose)—				
January	10.25	10.30	10.17 1/2	10.30
May	9.90	9.95	9.85	9.97 1/2

## WEDNESDAY, DECEMBER 4, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January	19.25	19.35	19.22 1/2	\$19.27 1/2
May	18.57 1/2	18.67 1/2	18.67 1/2	18.65
LARD—(Per 100 lbs.)—				
December	10.85	10.92 1/2	10.85	\$10.87 1/2
January	10.55	10.62 1/2	10.52 1/2	10.57 1/2
May	10.15	10.22 1/2	10.15	10.17 1/2
RIBS—(Boxed, 25c. more than loose)—				
January	10.17 1/2	10.25	10.17 1/2	10.22 1/2
May	9.87 1/2	9.95	9.87 1/2	9.90

## THURSDAY, DECEMBER 5, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January	10.27 1/2	10.47 1/2	10.27 1/2	10.42 1/2
May	18.67 1/2	18.80	18.67 1/2	18.75

## LARD—(Per 100 lbs.)—

December	10.90	10.92 1/2	10.90	10.92 1/2
January	10.52 1/2	10.62 1/2	10.52 1/2	10.60
May	10.15	10.22 1/2	10.15	10.20
RIBS—(Boxed, 25c. more than loose)—				

January	10.25	10.30	10.25	10.27 1/2
May	9.92 1/2	9.97 1/2	9.92 1/2	9.95
RIBS—(Boxed, 25c. more than loose)—				

†Bid.

‡Asked.

## FRIDAY, DECEMBER 6, 1912.

## P

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	14 1/2 @ 14 1/2
Good native steers	14 1/2 @ 14 1/2
Native steers, medium	12 @ 12 1/2
Heifers, good	11 1/2 @ 11 1/2
Cows	9 1/2 @ 10 1/2
Hind Quarters, choice	17 1/2 @ 17 1/2
Fore Quarters, choice	11 1/2 @ 11 1/2

## Beef Cuts.

Cow Chucks	7 1/2 @ 9
Steer Chucks	11 1/2 @ 11 1/2
Boneless Chucks	12 @ 12 1/2
Medium Plates	8 1/2 @ 9
Steer Plates	9 @ 9 1/2
Cow Rounds	8 1/2 @ 9 1/2
Steer Rounds	12 @ 12 1/2
Cow Loins	10 @ 14 1/2
Steer Loins, Heavy	27 1/2 @ 27 1/2
Beef Tenderloins, No. 1	29 @ 29
Beef Tenderloins, No. 2	28 @ 28
Strip Loins	10 @ 10
Sirloin Butts	14 @ 14
Shoulder Clods	11 @ 11
Rolls	13 1/2 @ 13 1/2
Rump Butts	13 1/2 @ 13 1/2
Trimmings	7 1/2 @ 7 1/2
Shank	5 @ 5
Cow Ribs, Common, Light	8 1/2 @ 8 1/2
Cow Ribs, Heavy	12 1/2 @ 12 1/2
Steer Ribs, Light	18 @ 18
Steer Ribs, Heavy	23 1/2 @ 23 1/2
Loin Ends, steer, native	17 1/2 @ 17 1/2
Loin Ends, cow	15 @ 15
Hanging Tenderloins	8 @ 8
Flank Steak	13 @ 13
Hind Shanks	4 @ 4

## Beef Offal.

Brains, each	8 @ 8
Hearts	7 1/2 @ 7 1/2
Tongues	17 1/2 @ 17 1/2
Spleen	30 @ 30
Ox Tail, per lb.	5 @ 5
Fresh Tripe, plain	34 @ 34
Fresh Tripe, H. C.	5 1/2 @ 5 1/2
Brains	8 @ 8
Kidneys, each	6 @ 6

## Veal.

Heavy Carcass Veal	10 @ 12
Light Carcass	14 @ 14
Good Carcass	15 1/2 @ 15 1/2
Good Saddles	16 @ 16
Medium Racks	12 @ 12
Good Racks	13 1/2 @ 13 1/2

## Veal Offal.

Brains, each	8 @ 8
Sweetbreads	65 @ 65
Plucks	65 @ 65
Heads, each	20 @ 25

## Lamb.

Good Caul	11 @ 11
Round Dressed Lamb	12 1/2 @ 12 1/2
Saddles, Caul	18 @ 18
R. D. Lamb Racks	9 @ 9
Caul Lamb Racks	9 @ 9
R. D. Lamb Saddles	14 @ 14
Lamb Fries, per pair	10 @ 10
Lamb Tongues, each	4 @ 4
Lamb Kidneys, each	1 1/2 @ 1 1/2

Medium Sheep	7 1/2 @ 7 1/2
Good Sheep	10 @ 10
Medium Saddles	9 1/2 @ 9 1/2
Good Saddles	12 @ 12
Good Racks	7 @ 7
Medium Racks	6 @ 6
Mutton Legs	10 1/2 @ 10 1/2
Mutton Loins	6 @ 6
Mutton Stew	5 @ 5
Sheep Tongues, each	2 1/2 @ 2 1/2
Sheep Heads, each	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs	12 @ 12
Pork Loins	10 @ 10
Leaf Lard	12 @ 12
Tenderloins	24 @ 24
Spare Ribs	9 @ 9
Butts	10 1/2 @ 10 1/2
Hocks	8 @ 8
Trimmings	8 @ 8
Extra Lean Trimmings	9 1/2 @ 9 1/2
Tails	8 @ 8
Snouts	6 @ 6
Pigs' Feet	5 @ 5
Pigs' Heads	7 @ 7
Blade Bones	8 @ 8
Blade Meat	8 @ 8
Cheek Meat	9 1/2 @ 9 1/2
Hog Livers, per lb.	3 1/2 @ 4
Neck Bones	8 @ 8
Skinned Shoulders	11 @ 11
Pork Hearts	7 @ 7
Pork Kidneys, per lb.	4 @ 5 1/2
Pork Tongues	10 @ 11 1/2
Slip Bones	5 @ 5
Tail Bones	6 @ 6
Brains	11 @ 11
Backfat	13 1/4 @ 13 1/4
Hams	12 1/2 @ 12 1/2
Calas	12 1/2 @ 12 1/2
Bellies	15 1/2 @ 15 1/2
Shoulders	11 @ 11

## SAUSAGE.

Columbia Cloth Bologna	11 @ 10 1/2
Bologna, large, long, round, in casings	10 1/2 @ 10 1/2

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## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	18 @ 18
Export Rounds	23 @ 23
Middles, per set	50 @ 50
Beef bungs, per piece	17 @ 17
Beef weasands	75 @ 75
Beef bladders, medium	35 @ 35
Beef bladders, small, per doz.	45 @ 45
Hog casings, free of salt	70 @ 70
Hog middles, per set	12 @ 12
Hog bungs, export	6 @ 6
Hog bungs, large mediums	10 @ 10
Hog bungs, prime	7 @ 7
Hog bungs, narrow	5 @ 5
Imported wide sheep casings	90 @ 90
Imported medium wide sheep casings	70 @ 70
Imported medium sheep casings	60 @ 60
Hog stomachs, per piece	4 @ 4

## FERTILIZERS.

Dried blood, per unit	2.55 @ 2.57 1/2
Hoof meal, per unit	2.35 @ 2.45
Concentrated tankage	2.25 @ 2.30
Ground tankage, 12%	2.35 @ 2.35 and 10c.
Ground tankage, 11%	2.35 @ 2.35 and 10c.
Ground tankage, 8 and 25%	2.30 @ 2.30 and 10c.
Crushed tankage, 9 and 20%	2.15 @ 2.15 and 10c.
Ground tankage, 6 1/2 and 30%	19.00 @ 19.25
Ground rawbone, per ton	24.00 @ 24.00
Ground steam bone, per ton	18.00 @ 19.00
Unground tankage, per ton less than ground	50c @ 50c

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	250.00 @ 275.00
Hoofs, black, per ton	24.50 @ 28.50
Hoofs, striped, per ton	33.00 @ 38.00
Hoofs, white, per ton	60.00 @ 65.00
Fiat shin bones, 40 lbs. av., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs. av., per ton	80.00 @ 90.00
Skulls, jaws and knuckles, per ton	27.00 @ 28.50

## LARD.

Prime steam, cash	11 @ 11.00
Prime steam, loose	10.57 1/2 @ 10.57 1/2
Leaf	11 1/2 @ 11 1/2
Compound	8 @ 8 1/4
Neutral lard	13 1/2 @ 13 1/2

## STEARINES.

Prime oleo	12 @ 12 1/2
Oleo No. 2	11 @ 11 1/2
Mutton	11 1/2 @ 11 1/2
Tallow	8 @ 8 1/4
Grease, yellow	5 1/2 @ 5 1/2
Grease, A white	6 1/2 @ 6 1/2

## OILS.

Lard oil, extra, winter strained, tierces	73 @ 75
Extra lard oil	68 @ 70
Extra No. 1 lard oil	58 @ 60
No. 1 lard oil	54 @ 56
No. 2 lard oil	52 @ 54
Oleo oil, extra	13 1/2 @ 13 1/2
Oleo oil, No. 2	12 1/2 @ 12 1/2
Oleo stock	11 1/2 @ 12 1/2
Neatsfoot oil, pure, bbls.	65 @ 70
Acidless tallow oils, bbls.	61 @ 62
Corn oil, loose	4.70 @ 4.80
Horse oil	6% @ 7 1/2

## TALLOWS.

Edible	8 @ 8 1/4
Prime city	7 1/2 @ 7 1/2
No. 1 Country	6 1/2 @ 6 1/2
Packers' Prime	6 1/2 @ 6 1/2
Packers' No. 1	6 1/2 @ 6 1/2
Packers' No. 2	5 1/2 @ 5 1/2
Renderers' No. 1	6 @ 6 1/2

## GREASES.

White, choice	7 @ 7 1/2
White, "A"	6 1/2 @ 6 1/2
White, "B"	5 1/2 @ 5 1/2
Bone	5 1/2 @ 5 1/2
Crackling	5 1/2 @ 5 1/2
House	5 @ 5 1/2
Yellow	5 1/2 @ 5 1/2
Brown	4 1/2 @ 4 1/2
Glue stock	5 1/2 @ 5 1/2
Garbage grease	3 1/2 @ 3 1/2
Glycerine, C. P.	18 @ 19
Glycerine, dynamite	18 @ 18 1/2
Glycerine, crude soap	12 @ 12
Glycerine, candle	13 @ 13 1/2

## COTTONSEED OILS.

P. S. Y., loose	45 @ 45 1/2
P. S. Y., soap grade	44 @ 44 1/2
Soap stock, bbls., concen.	62 @ 65% f. a. 2% @ 2% 1/2

Soap stock, loose, reg. 30% f. a. 1.40 @ 1.45

## COOPERAGE.

Ash pork barrels	95 @ 97 1/2
Oak pork barrels	1.07 1/2 @ 1.10
Lard tierces	1.37 1/2 @ 1.40

## CURING MATERIALS.

Refined saltpetre	5 1/2 @ 6 1/2
Boracic acid, crystal to powdered	7 1/2 @ 7 1/2
Borax	4 @ 4 1/2

Sugar—	5 @ 5


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December 7, 1912.

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, Dec. 4. The deluge of 37,225 cattle on Monday exceeded all expectations; in fact, was anywhere from 5,000 to 8,000 heavier than the talent figured on. A few real prime cattle sold steady, as did a few loads of rejected "show steers," but everything else suffered a heavy decline. The market opened 15@25c. lower and closed 25@40c. lower, with instances of some cattle showing 50c. loss from last week's "high time." Tuesday's run of 9,157 cattle would have been amply sufficient, even under favorable conditions, but following Monday's badly demoralized market there simply was no life whatever to the trade. Wednesday's run of 19,000 cattle was a fairly liberal mid-week supply, especially in view of Monday's record-breaking run, and while the market opened very slow and draggy at Monday's extreme decline, it rounded to in fairly good shape, and at the finish was rather active, but, of course, when we say active we mean at Monday's reduced level of values, and had we received about 30,000 cattle on Monday it would have been a decidedly different story. It looks as if this would be the "low week" in the trade.

While the butcher stuff market was very slow on Monday, yet the early trade, because of light supplies of "she" stuff, was fully steady at last week's advance. Tuesday's trade was slow to 10c. lower, due partly to the fact that the big percentage of Tuesday's run of 9,100 cattle consisted of butcher stuff, and also partly to the fact that buyers were expecting liberal mid-week receipts. Wednesday's run of 19,000 cattle was a pretty liberal supply, especially in view of the heavy receipts the first of the week. The market was a little easier—perhaps a dime lower—but all things considered, we expect to see the market well maintained for some time to come.

Notwithstanding heavy supplies of hogs the past few days, the market has held up pretty well. With a run of 35,000 on Wednesday trade ruled weak to 5c. lower, bulk selling at \$7.55@7.70; pigs at \$6.50@7.25. It is barely possible that we may have a little further decline before bottom is reached, but if we do, it will be but slight.

The trade in sheep and lambs has been very active since Monday morning, although lamb prices sagged 10@15c. Tuesday. Today's (Wednesday) range is well back to the "high point" of the week, everything selling as soon as it lands on the market. While there may be a few straggling shipments yet from the range country, the season is practically over, and feeder orders will have to be supplied from now on with warmed-up stock from local territories. We quote: Good to choice wethers, \$4.50@4.75; fat ewes, \$4@4.25; poor to medium ewes, \$3.50@3.85; culs, \$2.50@3.25; fat yearlings, \$6@6.40; good to choice lambs, \$7.40@7.75; poor to medium lambs, \$6.50@7.25; culs, \$5@6; feeding lambs, \$6.25@7.10; feeding wethers, \$3.50@4.15; feeding ewes, \$3.25@3.75; feeding yearlings, \$4.50@5.25; breeding ewes, \$4@4.60.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., December 4.

The total receipts of cattle for the week ending today amounted to approximately 49,000 head, of which 19,000 head were Southern. The native market, considering that Thursday was a holiday, has held fairly steady for the week. A decline of 10@15c. is noted on beef steers medium grade. Prime stuff holds fully steady. On "she" stuff the decline is 15@25c., with the good grades still in demand at prices that do not indicate quite this large decline. There has been a dearth of good grades during the entire

week, very few lots that could be called prime have been marketed. On the other hand, the medium grades and butchers' stocks have made up most of the supply. Quotations are as follows: On choice to prime steers, \$10@11; good to choice, from \$9@9.50; others, \$5.65@8.65; cows and heifers, \$4.50@7; bulls, \$4.25@6.50; calves, \$6@10. On the Southern side the contributions from Mississippi, Louisiana and Arkansas still run very heavy, and the prices remain unchanged. This for the most part is canner stock, and ranges in price from \$3.65@4.10. There is some light beef among it, which runs in some instances as high as \$6. The feature of the Southern side this week was 20 lots of fed Oklahoma steers, 120 head averaging 1,011 lbs., brought \$7; 236 head averaging 1,064 lbs brought \$6.80. Light weights in the lot brought from \$5.65@6.75. Steady prices have prevailed all week with an active strong tendency.

For the week ending today receipts of hogs approximate 81,000 head. This is about the most liberal week in receipts we have had this season. The prices have fluctuated very little, and we quote them today as about steady with the same time last week. It is true that on last Wednesday we had a top of \$7.85, and on Friday the 29th, we had a top of \$7.90, while our top today is but \$7.75, but there have been very choice hogs on sale, and, quality considered, we would hardly call the market any lower. Quotations: mixed and butchers', \$7.40@7.75; good heavy, \$7.65@7.75; pigs and lights, \$7.60@7.75.

The receipts of sheep for the week ending today amounted to 20,000 head. The market has been an active affair for the entire week. It advanced 15@25c. on Wednesday a week ago, and has remained fully steady with the advance up to today. The demand is for the good kind, and for these grades the buyers are paying the price. The top on lambs for the week is \$7.75, and on yearlings \$6.50; muttons are free sellers at \$4.25@4.60.

### OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, So. Omaha, Dec. 3. No great change has taken place in the fat cattle market of late. Strictly good corn-fed are selling well, but the short-fed and warmed-up cattle are still suffering from Western range competition, as the dressed beef men all prefer the good rangers to the ordinary natives. Good to choice 1,250 to 1,500-pound beefees are quoted at \$8@9 and on up. Most of the fair to good 1,000 to 1,250-pound beefees, fed sixty to ninety days, are going around \$7@8 and the common to fair warmed up and short-fed grades are bringing \$6.50@7 and on down. Western grass beefees are moving at a spread of \$5.25@8.25, the bulk of the fair to good kinds at \$6.50@7.25. Cows and heifers broke sharply this week on liberal receipts, but they are still relatively high at \$3.25@6.75, the bulk of the fair to good butcher and beef stock going at \$4.50@5.65. Veal calves continue in active demand and firm at \$5@9 and bulls, stags, etc., find a free outlet at from \$4.25@6.25. Receipts of cattle for November were 80,454 head, or 21,000 short of a year ago, making the year's shortage to date 146,000 head.

Local packers are still scrambling for the hogs and prices, while very uneven, have averaged well up to a Chicago basis. All classes of buyers are favoring the heavy and butcher weight loads and paying a premium for them, but they are also looking closely to quality and best light loads are selling well. Rough heavies and underweight loads sell at bottom figures, but there is a good outlet for practically all grades and weights. With 16,000 hogs here today the market opened lower but closed up strong. Tops brought \$7.65, as against \$7.60 last Tuesday, and the bulk of the trading was at \$7.50@7.60, as against \$7.45@7.50 a week ago.

Business in sheep and lambs has been comparatively light of late and there has been a strong, healthy undertone to the market. Both packers and feeder buyers have been taking hold of the limited receipts in good shape and kept the stock moving into other hands rather briskly. All grades find a ready sale at strong prices. Fat lambs are quoted at \$6.50@7.75; yearlings, \$4.75@6.25; wethers, \$3.75@4.75, and ewes, \$3.75@4.40.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, December 2. Cattle receipts here last week were considerably heavier than during the same week a year ago, but the month of November showed a shortage of 10 per cent. from last year. There was enough demand to absorb everything without any decline in prices, and the market closed the week in healthy shape. Range cattle sold fully as high last week as at any time this year, Colorado feeders reaching \$7.25, and heifers to killers at \$6@7, choice yearling stock heifers at \$6.50. Sixty loads of quarantine cattle came in today, the best fed steers there at \$7.25, and the best cows at \$4.75@6. No prime native steers have been here today, tops selling at \$9.50, which is the upper edge of bulk of steer sales, ranging down to \$7. Sixteen thousand cattle were bought for the country here last week, twice as many as during same week last year.

Hogs arrived to the number of 11,000 head today, 2,000 above the first estimate, and prices are largely 10c. lower; top \$7.82@, bulk \$7.55@7.75. The market improved during the session, and quit at its strongest point. It does that nearly every day, which is apparently a sign of considerable reserve strength. On the other hand, many good heavy hogs are coming, from which the bears argue that there is plenty of hogs in the country, and predict a lower range after the first of the year. Majority of sentiment is on the bull side, though, dealers saying prices will reach \$9 before they sink to \$7.

Sheep and lambs are coming moderately in numbers, 6,200 here today, and the market is climbing upwards, though with many setbacks. Prices are 10@15c. higher today, lambs at \$7.50, and ewes worth \$3.80@4.50. Feeding lambs are inferior as a rule, and sell around \$6.

### SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending November 30, 1912:

#### CATTLE.

Chicago	30,570
Kansas City	22,368
Omaha	5,934
East St. Louis	25,204
St. Joseph	8,947
Cudahy	315
Sioux City	2,566
South St. Paul	4,657
New York and Jersey City	11,708
Philadelphia	4,727
Pittsburgh	3,216
Denver	1,326

#### HOGS.

Chicago	140,616
Kansas City	52,316
Omaha	37,010
East St. Louis	49,070
St. Joseph	36,819
Cudahy	11,532
Sioux City	23,611
Ottumwa	18,066
South St. Paul	21,810
New York and Jersey City	48,260
Philadelphia	5,130
Pittsburgh	9,880
Denver	3,222

#### SHEEP.

Chicago	103,027
Kansas City	22,917
Omaha	18,794
East St. Louis	8,535
St. Joseph	7,577
Cudahy	420
Sioux City	6,301
South St. Paul	5,088
New York and Jersey City	42,265
Philadelphia	13,940
Pittsburgh	4,869
Denver	2,002

## THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

## Lard in New York.

New York, December 6.—Market steady. Western steam, \$11.45; Middle West, \$11.30; city steam, \$11.12½; refined, Continent, \$11.80; South American, \$12.45; Brazil, kegs, \$13.45; compound, 7½@8½c.

## Marseilles Oils.

Marseilles, December 6.—Sesame oil, fabrique, 73 fr.; edible, 95 fr.; copra oil, fabrique, 89½ fr.; edible, 105½ fr.; peanut oil, fabrique, 70 fr.; edible, 94 fr.

## Liverpool Produce Market.

Liverpool, December 6.—(By Cable).—Beef, extra India mess, —. Pork, prime mess, —; shoulders, —; square, 66s.; New York, 64s. 6d.; picnic, 58s.; hams, long, 67s. 6d.; American cut, 67s. Bacon, Cumberland cut, 64s. 6d.; long clear, 69s. 6d.; short backs, 65s.; bellies, clear, 64s. 6d. Lard, spot prime, 57s. 6d. American refined in pails, 58s. 9d.; 2 28-lb. blocks, 57s. Lard (Hamburg), 56½ marks. Tallow, prime city, 32s. 9d.; choice, 36s. Turpentine, 29s. 6d. Rosin, common, 15s. 1½d. Cheese, Canadian finest white, new, 61s. 6d. Tallow, Australian (London), 32s. 3d. @39s. 3d.

## FRIDAY'S CLOSINGS.

## Provisions.

The market ruled steady on the better hog markets.

## Tallow.

Prices have been maintained, but without disposition to raise them.

## Stearine.

Inquiry remains rather quiet.

## Cottonseed Oil.

Some liquidation accompanied reports of small concessions at the South.

Market closed barely steady with refiners selling distant months. Sales, 15,100 bbls. Spot oil, \$6.25@6.40. Crude, Southeast, \$5.34@5.40; Valley, \$5.47; Texas, \$5.34@5.40. Closing quotations on futures: December, \$6.25@6.26; January, \$6.26@6.29; February, \$6.28@6.33; March, \$6.36@6.38; April, \$6.38@6.44; May, \$6.46@6.48; June, \$6.47@6.52; July, \$6.54@6.56; good off oil, \$5.95@6.10; off oil, \$5.85@6.05; red off oil, \$5.65@5.90; winter oil, \$6.40@6.90; summer white, \$6.40@6.80.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, December 6.—Hogs steady to a shade higher. Bulk of prices, \$7.50@7.65; light, \$7.25@7.65; mixed, \$7.30@7.76; heavy, \$7.25@7.72; rough heavy, \$7.25@7.45. Yorkers, \$7.55@7.65; pigs, \$5.25@7.25. Cattle market steady. Beeves, \$5.60@11.10; cows and heifers, \$2.70@7.50; Texas steers, \$4.40@5.75; stockers and feeders, \$4.35@7.75; Westerns, \$5.40@9.10. Sheep market steady to a shade higher; natives, \$3.65@4.70; Westerns, \$3.90@4.70; yearlings, \$5@6.30; lambs, \$7.55@7.75; Western, \$5.75@7.75.

Kansas City, December 6.—Hogs steady, at \$6.75@7.80.

Sioux City, December 6.—Hogs steady, at \$7.40@7.55.

St. Louis, December 6.—Hogs steady, at \$7.50@7.80.

St. Joseph, December 6.—Hogs steady, at \$7.45@7.80.

St. Paul, December 6.—Hogs steady, at \$7.25@7.35.

Louisville, December 6.—Hogs steady, at \$7.15@7.80.

South Omaha, December 6.—Hogs steady, at \$7.30@7.65.

Indianapolis, December 6.—Hogs steady, at \$7.40@7.85.

## THE NATIONAL PROVISIONER.

Cleveland, December 6.—Hogs steady, at \$7.55@7.65.

Buffalo, December 6.—Hogs opened steady, with 6,400 on sale; prices, \$7.60@7.80.

## RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 30, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	1,200	13,085	2,000
Kansas City	100	1,639	200
Omaha		9,287	
St. Louis		14,059	
St. Joseph	200	6,200	
Sioux City	200	5,000	600
St. Paul	700	3,100	200
Oklahoma City	100	400	
Fort Worth	2,400	400	
Milwaukee		12,026	
Denver	400		7,000
Louisville	350	6,000	100
Detroit		200	
Indianapolis		5,000	
Pittsburgh	100	4,500	1,500
Cincinnati	161	1,408	165
Cleveland	100	2,000	1,000
Buffalo	500	4,000	4,000
New York	1,358	3,473	1,415

MONDAY, DECEMBER 2, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	33,000	53,344	48,000
Kansas City	18,000	11,765	6,000
Omaha	9,100	5,795	14,000
St. Louis	11,792	16,279	5,649
St. Joseph	1,400	5,000	8,000
Sioux City	3,300	4,500	1,800
St. Paul	3,600	5,100	700
Oklahoma City	900	1,000	100
Fort Worth	2,700	2,500	100
Milwaukee		870	
Denver	4,100	200	1,000
Louisville		6,000	
Detroit		2,000	
Indianapolis	650	4,000	
Pittsburgh	2,400	14,000	9,000
Cincinnati	2,345	9,899	905
Cleveland	800	7,000	8,000
Buffalo	6,000	20,000	20,000
New York	3,913	16,488	15,894

TUESDAY, DECEMBER 3, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	34,678	45,000
Kansas City	18,000	23,052	6,000
Omaha	6,200	10,449	11,800
St. Louis	10,000	15,000	3,500
St. Joseph	3,400	11,000	3,000
Sioux City	800	8,000	1,200
St. Paul	1,700	1,800	1,500
Fort Worth	3,300	300	
Denver	3,100	700	6,000
Louisville		2,604	
Detroit		200	
Cudahy		7,500	
Indianapolis	1,950	14,000	
Pittsburgh		4,500	1,500
Cincinnati	486	4,246	369
Cleveland	40	3,000	400
Buffalo	700	8,000	3,400
New York	951	4,253	4,834

WEDNESDAY, DECEMBER 4, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	40,215	33,000
Kansas City	6,000	16,363	5,000
Omaha	2,700	12,595	10,000
St. Louis	6,000	12,000	5,000
St. Joseph		8,000	
Sioux City	1,200	7,500	700
St. Paul	1,500	5,500	800
Oklahoma City	400	500	
Fort Worth	3,000	1,700	1,000
Milwaukee		8,462	
Denver	2,600	300	1,100
Louisville	350	3,800	25
Detroit		3,000	
Wichita		1,720	
Indianapolis	1,900	12,000	
Pittsburgh		3,000	1,500
Cincinnati	1,124	5,517	408
Cleveland	60	3,000	600
Buffalo	100	4,800	5,000
New York	2,093	7,431	9,627

THURSDAY, DECEMBER 5, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	28,000	22,000
Kansas City	3,000	11,000	4,000
Omaha		14,500	
St. Louis	3,500	11,500	2,500
St. Joseph		12,500	
Sioux City		6,000	
St. Paul		3,000	
Milwaukee		10,625	
Louisville		4,000	
Detroit		6,000	
Wichita		1,869	
Indianapolis		9,000	
Cincinnati	1,043	3,695	860
Cleveland		3,000	
Buffalo	50	4,000	4,000
New York	1,396	1,197	7,125

## FRIDAY, DECEMBER 6, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	17,000	12,000
Kansas City	1,500	6,500	1,000
Omaha	800	10,800	2,500
St. Louis	3,000	9,500	1,000
St. Joseph	300	4,000	1,000
Sioux City	500	3,500	
Fort Worth	450	2,500	
St. Paul	1,100	4,200	600
Oklahoma	600	1,200	

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, November 30, 1912, are reported as follows:

## Chicago.

	Cattle.	Hogs.	Sheep.
S. & S. Co.	4,378	18,000	15,191
Armour & Co.	6,369	37,000	21,787
Swift & Co.	3,225	25,000	20,338
Morris & Co.	4,066	11,700	11,725
Hammond & Co.	1,862	9,500	4,827
Libby, McNeill & Libby	2,347	.....	.....

Anglo-American, 6,000 hogs; Boyd-Lumham, 6,800 hogs; Western Packing Co., 5,900 hogs; Roberts & Oak, 2,800 hogs; Miller & Hart, 2,300 hogs; Independent Packing Co., 5,000 hogs; Brennan Packing Co., 3,000 hogs; others, 12,000 hogs.

## Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,115	14,541	4,801
Fowler	1,151	.....	1,761
S. & S. Co.	4,170	9,891	2,827
Swift & Co.	4,383	10,870	4,636
Cudahy Packing Co.	4,152	8,305	4,902
Morris & Co.	4,228	7,770	3,982
Butchers	169	930	8

Independent Packing Co., 600 cattle; S. Krauss, 143 cattle; John Morrell, 201 cattle; New York Butchers, 128 cattle; J. B. Sims, 105 cattle; Sinclair Packing Co., 332 cattle; United Dressed Beef Co., 426 cattle.

## Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	1,608	8,800	3,233
Swift & Co.	2,291	11,830	3,742
Cudahy Packing Co.	2,121	13,572	7,211
Armour & Co.	2,031	14,687	6,685

Morrell, 103 cattle; South Omaha Packing Co., 41 cattle.

## St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	6,106	9,438	1,756
Swift & Co.	6,241	9,640	2,602
Armour & Co.	5,014	10,961	2,564
St. Louis D. B. Co.	1,947	.....	376
Independent P. Co.	814	1,861	138
East Side Packing Co.	420	2,501	.....

Luer Bros. Packing Co., 846 hogs; Helz Packing Co., 970 hogs; Hell Packing Co., 1,094 hogs; Krey Packing Co., 1,410 hogs; Carondelet Packing Co., 251 hogs.

## Sioux City.

	Cattle.	Hogs.	Sheep.



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# Retail Section

## LEARN TO BE A BETTER BUSINESS MAN

### IV—Buying For Profit

By A. M. Burroughs.\*

[EDITOR'S NOTE.—This is the fourth of a series of articles written by a famous business authority which we hope will be read by every retailer who sees it. It is intended, as the title indicates, as a means of helping retailers to become better business men. They can well afford to read and ponder over the experiences of their fellow-retailers in other lines and to profit by them. These articles will fit in nicely with the series of "Practical Talks with Shop Butchers," which have been appearing on this page, and which will continue to appear from week to week. Read both of them, Mr. Butcher.]

The goods it pays to handle are the goods which go fast.

A haberdasher in Chicago has built his business to the point where he averages a thousand sales a day in a little store 40 feet square—a gross business of more than \$200,000 a year. In this little store he keeps a wider variety of goods, and makes more real net profit, than most stores with five times his space and ten to fifteen times his capital and expense.

The secret of his success is in the small amount of stock which he carries of each line, and the frequency with which he turns his capital.

He plans to keep just one day's supply of stock on the shelves and in the show cases. Every night his stock is replenished just enough to replace the goods removed by the day's sales. Accurate records for several years have enabled this merchant to know almost exactly how much he will sell of every line each day, and to make arrangements in advance for this sale.

He keeps a two weeks' supply of each line in his stock room on the fourth floor, where rent costs him very much less than he pays on the first floor. Each night he sends down to the store just enough of each kind of stock for one day's business.

By knowing almost exactly how much goods he will be able to sell of each line, he is able to make quantity contracts with his jobbers on many lines, at quantity prices, with semi-monthly deliveries and monthly bills. He pays after he sells.

If his records show, for instance, that he will need 1,000 shirts of a certain size, his order to the jobber or manufacturer will be for 1,000 shirts, delivered in quantities of three dozen every other week.

Every month he gets a bill from the manufacturer or jobber for six dozen shirts. But, he has probably sold five dozen of them before the bill comes, so he can take the discount with money he has already received from the sale of the goods.

#### Keep Track of Sales and Expense Figures.

He invests \$10 a week in salary for a young woman who gives her whole time to tabulating sales and expense figures.

The report this young woman gives him every day shows not only the number of sales for that day of every line of goods carried, but it shows also a comparison with the preceding day, with the same day of the

preceding week and the same day of the preceding year.

If you ask him, "How's business," he can tell you, for he knows. He doesn't guess at his figures.

It costs him \$10 a week, a sum which would scare some retailers, but it enables him to do a gross business of \$4,500 a week on a capital that is less than some retailers use to do a business of \$100 a week.

The Maypole Dairy Company, with 742 stores scattered all over England, handles its vast business in exactly the same way. Every night each of the 742 stores telegraphs or telephones the exact amount of sales of each line to the home office in London.

The home office immediately ships to each store just enough goods to put the stock back where it was before the previous day's business.

When this company opens a new store it puts \$1,000 into carefully assorted stock, limited to the lines which records show will sell readily. Then an amount is added each day to keep the total up to the original stock. If, at the end of the day, the manager wires that he has sold \$500 worth of goods—his message giving the amount sold in each line—the home office will immediately ship him \$500 worth of goods, bringing his total back to \$1,000.

#### Turns Its Capital 130 Times a Year.

This wonderful chain of stores turns its capital more times in a week than the average retailer turns his capital in a year. Starting with an original investment of \$1,000, some of these stores do a business aggregating \$200,000 a year—one hundred and thirty or more complete turns of the original capital in a year.

With very small profits on individual sales, enabling the stores to take business away from competitors, this company last year paid dividends on all its capital of two hundred per cent.

Every one of these stores is required to keep exact records of the sales of every kind of goods carried. They are very simple records—just a number for each kind of goods and another number for the amount of each sale—but they are a wonder of completeness.

A certain cigar store in New York has one customer who likes a particular kind of cigar, the retail price of which is \$4.75 a box. This store carried only two boxes of those cigars in stock, at first until the demand increased.

#### RETAIL CUTS OF BEEF

Retailers should read the article on Retail Beef Cuts appearing on page 17 of this issue, and look at the pictures of retail cuts on page 16.

When this customer bought one of the boxes, which he did regularly every two weeks, another box was ordered. This kept the stock always at two boxes.

On this one customer this one store did a gross business of \$123.50, in one brand of cigars, with an investment of \$6.50—supposing each box of cigars to cost \$3.25 wholesale. This is about 13 complete turns of the capital invested.

If this store hadn't kept records so that it could always know where it stood, it would likely have bought a dozen boxes at a time—increasing the investment, reducing the number of times the capital could be turned, and letting the cigars get stale.

There is a chain of furnishing goods stores in St. Louis which, through careful buying, succeeded last year in turning its entire capital fifteen times. This is an impossibility except under scientific management—which means simply the keeping and using of facts instead of theories.

This chain of stores buys all of its goods in St. Louis where it can get quick delivery and can buy in small quantities. Some of the lines are turned every week; several more every month, and the entire capital at least fifteen times a year.

#### Says Nearly All Retailers Overbuy.

A big wholesale house in St. Louis estimates that fully 95 per cent. of all retailers overbuy. This wholesale house, unlike many others, urges its customers to buy in small quantities and buy often.

A bright salesman with his eye only on the orders, urges the retailer to stock up in anticipation of a raise in prices, or to get an extra 5 per cent. discount.

The overhead charge against the 11 dozen cans of tomatoes on the shelves which don't move, quickly eats up the 5 per cent. extra discount on the 11 dozen, and the 10 per cent. which the merchant makes on the one dozen he succeeds in selling.

If a merchant buys in very small quantities, he can't lose much if the goods don't move. If they do move, he has the money in hand with which to discount the bills when they come due.

The man who started in business with \$5,000 and buried half of it in the ground, was better off than the man who buries half his capital in dead stock which don't move.

The man who buried his money in the ground didn't pay out the profits he made on the other half to keep it in the ground; the man with half his capital in dead stock has to pay rent and all of his cost of doing business to keep this dead stock on the shelves.

[EDITOR'S NOTE.—The meat dealer may say, after he reads the foregoing, "What is there in this talk of gents' furnishing goods, or cigars, or such lines of retailing, to interest me?"

What is there? Why, right here in this article is the explanation of the success of the big packers in their business, and the success of the big retail butchers, too! Translate this advice to the haberdasher and the cigar man into terms of your own trade, and you'll see what the writer means. One of the greatest curses of the retail meat trade is overbuying, and you know it! So don't turn up your nose at this article and say it doesn't concern you.

The fifth article in this series, entitled "Stopping Store Leaks," will appear in an early issue of The National Provisioner on this page.

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## LOCAL AND PERSONAL.

J. H. Hunck has purchased the Dover Meat Market, at Dover, Okla.

A. Stimac has opened a new meat market at Painesdale, Mich.

The meat market of W. H. Butler, at Peebles, O., has been destroyed by fire.

J. L. Young & Son have purchased the meat market of J. A. Marmont, at Chanute, Kan.

The Urbana Packing Company has purchased the Bailey meat market at Greensville, O.

William King, a retired provision merchant of Manhattan, died at the Parkside Sanitarium in Brooklyn last week, from paralysis.

I. Meyer, a butcher at 4 East 119th street, New York City, has filed a petition in bankruptcy, with \$2,059 liabilities and no assets.

J. Larch has opened a new meat market at Logansport, Ind.

C. V. Runkle has sold his market at Media, Pa., to Jos. Kyle.

The Shenson Meat Company, San Francisco, Cal., has been incorporated with a capital stock of \$5,000 by J. R. Kelly, R. Shenson and others.

Linzey & Johnson have purchased the meat market of P. L. Loury, at Bloomington, Tex.

Harry C. Vail is about to engage in the meat business at Thermopolis, Wyo.

George W. Juckett has opened up a new stock of meats at Wood River, Neb.

Stueben & Thode have been succeeded in the meat business at Grand Island, Neb., by Wm. F. Krehmke.

Dan Enos, of Holdrege, Neb., has purchased the meat business of T. L. Rhinehart, at Elwood, Neb.

Forney Bros. have disposed of their butcher shop to George Brewer, of Ewing, at Albion, Neb.

Frank Perkins and Fred Sigmund have purchased the South Side Meat Market, at Holton, Kan., from H. H. Mitchell, and will conduct it as the City Meat Market.

F. J. Honious has just established himself in the meat business at Bennington, Kan.

C. L. Brown has purchased the meat market of Hall Henthorn at Leavenworth, Kan.

S. D. Shaffner has sold out his meat business at Laport, Mich., to Eugene Terrell.

The Ludington street meat market of Robert Norship at Escanaba, Mich., has been destroyed by fire.

Edward Schreiner has disposed of his butcher shop at Cunningham, Kan., to Haden & McNamee.

A. Connolly has purchased the stock of meats of Wm. Wolfley at Lebo, Kan.

M. F. Martin has opened at Meade, Kan., the North Side Meat Market.

Cole & Knapp have succeeded to the meat business of Cole & Anderson at Downs, Kan.

H. H. Crandall has sold out his meat business at Rapid City, Mich., to B. O. Hager.

G. W. Nelson has added a line of meats to his grocery business at Harbor Springs, Mich.

D. W. Reynolds & Sons, grocers, at Grawn, Mich., are adding a stock of meats.

Ernest Seidel has disposed of his meat business at Lawrence, Kan., to Fred Bartz.

Unruh & Friesen have purchased the Rock Meat Market at Pawnee Rock, Kan.

J. P. Alexander has purchased the Idaho butcher shop at Clay Center, Kan., from Mr. Craig.

D. E. Johns has purchased the Loriaux butcher shop at Caney, Kan.

Williams Brothers and John See have purchased the meat business of W. E. Zody at Tonkawa, Okla.

J. C. Harmon has purchased the Shoemaker Meat Market at Agra, Okla.

O. H. Bousman, of Shawnee, has opened a new butcher shop at Olathe, Kan.

H. C. Herman has purchased the meat business of D. W. Marks at Weir, Kan.

L. W. Schultz has opened a butcher shop in the Boatman building, Orting, Wash.

The Idaho Meat Market, at Bonners Ferry, Ida., has been destroyed by fire.

Julius Swanson has engaged in the meat business at Wakefield, Neb.

John M. Peterson has sold out his butcher shop at Talmage, Neb., to William Morris.

H. H. Kelley is opening a new meat market at Hanson, Neb.

F. Saxon has engaged in the meat business at Grand Island, Neb.

J. H. Van Wormer has engaged in the meat and grocery business at Aurora, Neb.

Gaunt & Williamson have sold out their meat and grocery business at Winterset, Ia., to Lester & John Armstrong.

N. G. Himan has been succeeded in the meat and grocery business at Creston, Ia., by Downing & Jett.

Frank Stusak will build a new meat market at Solon, Ia.

Bert Coulter has opened a new butcher shop at Oketo, Kan.

S. W. Hickox has moved his meat market at Binger, Okla., into his new building on the South Side.

Sam McCool has opened a new butcher shop on South Third street, Grove, Okla.

C. L. Brown has purchased the Hall Henthorn meat and grocery business, at Fifth and Osage streets, Leavenworth, Kan.

George Young has sold the Barneston meat market at Oketo, Kan., to Joseph Zuber.

Raimer & Hays have engaged in the meat and produce business at Lowell, Mich.

Peter J. Wierenga has sold his interest in the meat firm of Wierenga & Cooper, at Muskegon, Mich., to his partner, Henry Cooper.

The Palace Meat Market, at Royal Oak, Mich., has been destroyed by fire.

Henry Warkentin has purchased the D. W. Klassen butcher shop at Buhler, Kan.

J. S. Reed & Son have been succeeded in the meat business at Towanda, Kan., by B. C. Pyle & Co.

Kaspar Dahinten has opened a new butcher shop on North Main street, Hoisington, Kan.

Rankin & Beal have succeeded to the meat business of Stoup & Rankin, at Rossville, Kan.

J. G. Hitchcock has purchased the meat and grocery business of H. G. Van Fossen, 1803 West 29th street, Los Angeles, Cal.

G. C. Paul & Company have opened a new meat market at South Bend, Ind.

R. G. Robinson has engaged in the meat business at Seymour, Conn.

G. Judd has purchased the meat business of F. L. Sweet, at Smyrna, Tex.

C. H. Hazen has opened a meat market at Gaffston, N. H.

The Shaw Company, Augusta, Me., has been incorporated with a capital stock of \$10,000, to deal in meats and provisions.

The Stead Brothers' meat market at Griggsville, Ill., has been purchased by Bartholomew Brothers.

Wm. Dawson will open a meat market at Elroy, Ill.

W. F. Mullinix has reopened his meat market at Hooker, Okla.

## SECRETARY WILSON'S REPORT.

(Continued from page 23.)

In discussing the operations of the Bureau of Chemistry the report of Secretary Wilson deals with the very successful poultry and egg investigations of that bureau under the direction of Dr. Mary Pennington and others during recent years. The report says:

## Poultry and Egg Investigations.

The conservation policy of this department is being extended to the saving of foodstuffs that are now wasted, so that our people may continue to have enough wholesome food to eat. The farmer produces a good article, but because of deterioration during marketing it is sometimes an inferior food when it reaches the consumer, or, worse still, it is destroyed as unfit for food before marketing. The Food Research Laboratory is studying the preservation of quality in perishable products as well as the prevention of decomposition.

Better methods have been devised for the handling of dressed poultry from producer to consumer and their adoption by the industry is growing. It is this phase of the work, however, which must be pushed if the scientific findings of the laboratory and field

experimentation are to yield more food and better food to the people and surer returns to the industries. Years of study have shown that in most instances it is comparatively easy to determine in the laboratory and by experimental observation wherein the shipper or the middleman fails; it is an extremely difficult matter to get this information to the shipper or middleman in such wise that he will understand, believe, and apply it.

The publication of accounts of the work is helpful, but personal contact between the investigators and the industries is infinitely more effective. Visits to our individual packinghouses are most prolific of results, but comparatively few people can be reached in this way. Addresses at meetings and conversations with their representatives are the most helpful and economical means now had for reaching a large number of people. Last year about 7,500 people, including producers, shippers, railroad men, warehouse men, food inspectors, health officers, educators and consumers, were interviewed, and 137 packinghouses which are handling eggs and poultry visited.

A field branch has been maintained in Tennessee for more than a year, during which time, in Kentucky and Tennessee, the number of packinghouses equipped with mechanical refrigeration, without which it is impossible to handle poultry and eggs well, has increased from 2 to 6, and the tonnage from 48 to 160, and a number of additional plants are being seriously planned, with a consequent increase in tonnage.

The poultry and eggs shipped from the up-to-date houses using improved methods have lost the name of "Southern," and are in demand in Northern markets, where they command good prices. It is also possible and profitable for these houses to ship to the North the entire year instead of allowing the eggs to rot on the farms and the poultry to accumulate, because the hot season is of long duration and the decay very heavy.

During the year a traveling refrigerator has been made by the installation of mechanical refrigeration in a refrigerator car. This permits the taking of improved methods into rural districts, where it is otherwise impossible to convince the people what good handling, combined with refrigeration, can do for their produce.

Information has been given the consumer to aid him in his purchase of good and economical food; as, for example, the facts concerning the loss and deterioration of poultry when chilled in water and shipped in ice. Every 20,000 pounds of dressed poultry absorbs on an average 1,300 pounds of water, and about 300 pounds of the most nutritious and appetizing food material of the flesh of the birds is dissolved out and goes down the sewer. The keeping time of "wet packed" birds is also much shorter than that of "dry packed," hence the waste from decay is much greater.

## Frozen and Dried Eggs Are Wholesome.

A preliminary statement of the work accomplished in the investigation of the handling of frozen and dried eggs has already gone to press. Co-operative work was carried on with six egg-breaking plants during the summer of 1911. The fundamental principles of good handling and sanitary requirements were worked out. For the egg-breaking season of 1912, four establishments were equipped to handle eggs in accordance with the new principles.

The improved quality of the products has demonstrated that, so handled, frozen and dried eggs are not only wholesome, but a desirable addition to our food supplies; and, further, they preserve for use a large amount of one of our most nutritious foods which would otherwise be lost to the people.

The investigation has also demonstrated most forcibly that research work, carried on co-operatively with the industries handling perishable products, can within a short space of time revolutionize the quality of a food product and conserve for the people much food material that would, without such co-operative investigation, be absolutely lost.

# New York Section

W. A. Johns, manager of the Swift plant at Jersey City, was in New England this week.

General Manager J. A. Howard, of the S. & S. Company, has returned from a brief visit to Chicago.

G. F. Swift, Jr., head of the Swift provision business, and W. C. Potter, of the buterine department, were in New York this week looking over the field here.

President Walter Blumenthal and Morris D. Solinger, of the United Dressed Beef Company, were in Chicago this week attending the International Live Stock Exposition.

A. W. Clark, of the S. S. Company's buterine department, was in New York this week. George L. Franklin, head of the company's beef department, was also a visitor.

Martha Frank, the sixteen-year-old daughter of Louis Frank, the West Side meat man, gave away 100 baskets of Thanksgiving eatables to the poor of that section of the East Side where she is engaged in settlement work.

Harry C. Woodruff, Eastern representative of the Brecht Company, is a member of the Oakland Golf Club and a devotee of the game. He is this year the winner of the President's Cup at Oakland, and is correspondingly proud.

Swift & Company's sales of fresh beef in New York City for the week ending November 30, 1912, averaged 10.61 cents per pound. Their sales of fresh lamb averaged 10.38 cents per pound, and their sales of fresh mutton averaged 6.73 cents per pound.

A. L. Reis, general superintendent for the Sulzberger & Sons Company in New York City, has been transferred to Chicago and put in charge of the sales headquarters there for hides and by-products. Mr. Reis has risen rapidly in the company's service and his latest promotion is a popular one.

The annual entertainment and ball of the United Dressed Beef Company Mutual Aid Society took place last night at Terrace Garden, in East 58th street. There was the usual rush to take in this big event and the affair was the usual success. A report of it will appear in the next issue of *The National Provisioner*.

The annual Christmas beef exhibition of the United Dressed Beef Company will open on Sunday, December 15, in the company's cooler building at First avenue and 44th street. This show has been productive of new surprises each year, and the trade is wondering what Superintendent McCauley and his staff will "spring" on it this time.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending November 30, 1912, by the New York City Department of Health: Meat.—Manhattan, 13,585 lbs.; Brooklyn, 13,738 lbs.; total, 27,323 lbs. Fish.—Manhattan, 2,093 lbs. Poultry and game.—Manhattan, 5,796 lbs.; Brooklyn, 40 lbs.; Queens, 45 lbs.; total, 5,881 lbs.

The North Side Provision Company has incorporated recently, with M. Kornblum, president; J. Rifkin, secretary, and J. Praglen, treasurer. Their headquarters are at No. 3403 Third avenue, the old-time market conducted for many years by Tony Rinschler. The president, Mr. Kornblum, is proud of the fact that less than 18 years ago he landed on these shores with less than \$5 in his

possession. His business today has grown to large proportions and is still growing. Very few butchers have his knack of buying any old run-down shop and in a short time building it up so that it pays.

That it pays to handle side lines has been proved by the M. Michaels Company, of No. 167 Columbus avenue. Mr. Michaels has been at this address over eight years, and has recently put in a line of canned fruits and jam preserves. They were an instantaneous hit, and the fact of his having purchased seventy-five cases of preserves at one time shows that it pays to handle side lines. This store is noted for the large quantity of game it disposes of, particularly guinea hens. In the season they send out from 20 to 30 pairs weekly, and while it is no joke to pluck, draw, lard and prepare them for cooking, Mr. Michaels is satisfied, because he gets the price that he considers his goods and labor are worth.

## THE S. & S. EMPLOYEES' BALL.

The annual entertainment and ball of the S. & S. Employees' Mutual Benefit Association took place at the Lexington Opera House on Friday evening, November 29. As is usual with this big association, it was—as the circus poet says—a great, gorgeous, glittering galaxy of bewilderingly beautiful, bright ladies and their escorts, who crowded the big hall to its capacity. About 2,500 people were present during the evening. The decorations were handsomer than ever. The entertainment programme, which comprised the best talent to be had in the city, was even better than in former years, if such a thing is possible. It included "headliners" from the best houses in New York, all of them high-class performers, who kept the audience on its tip-toes for almost three hours.

After the performance the hall was cleared for the real event of the evening, for which the girls had been preparing for weeks in advance, namely, the dance. And when Prof. Joe Nathan and his band got started that crowd simply could not make their feet behave.

The officers and committees deserve the greatest credit for the way in which they handled all the details of the affair. The chairman of the Association's general committee was Superintendent L. F. Gerber, and his executive ability was well demonstrated here, as it is at the plant. The other committeemen were as follows:

Arrangement Committee—Wm. Robinson (chairman), M. Mayer, M. M. Behrend, A. A. Gordon.

Floor manager, L. Alwyn Kohn; assistant floor manager, Wm. Newman.

Floor Committee—Wm. Goodwin (chairman), F. E. Meyer, J. Downey, Wm. Gumbel, T. Delaney, S. Goldsmith, J. Fahrback, T. D. Sullivan, I. Pupkin, J. Ibenthaler, W. Becker, M. Luley, J. Kahn, L. Hutter, B. Begendorf, J. Schmitt, B. Ruble, J. Beaton, E. Humboldt, W. Schechten, M. Silberman, S. Lederer, N. Sulzberger.

Reception Committee—J. A. Howard (chairman), M. Schwarzschild, L. Plaut, J. S. Colwell, A. Samuels, M. B. Sulzberger, J.

Spindler, B. Stern, E. J. Cohen, J. Comerton, H. Stern, A. Maier, D. McKenzie, H. Gutenstein, C. Frank, G. Hydrick, E. Morrisey, B. Wertheimer, C. Simon, N. Rosenberg, C. Reinert.

Press Committee—Louis Joseph (chairman), N. Grabenheimer, S. London, W. C. Buethe, L. Stiebel, L. Jackson, F. F. Finkleydey, G. A. Howe, M. Loeb.

As is usual with this ball, everybody enjoyed themselves thoroughly. Being as it is, a great big family affair, where everybody knows everybody else, the dancing only stopped when the musicians could no longer keep their eyes open. The officers deserve much credit for their hard work, which made it the splendid success that it was.

The officers of the S. & S. Employees' Mutual Benefit Association are: William Wirsing, president; A. A. Gordon, vice-president; Geo. P. Rock, treasurer; Jacob Kramer, secretary; F. J. Plowman, sergeant-at-arms; Dr. S. Floersheim, medical examiner. Trustees: J. H. Whelpley, L. F. Gerber, William Robinson. Honorary members: Ferdinand Sulzberger, Max J. Sulzberger, Dr. Nathan Sulzberger, German F. Sulzberger.

The boxes were occupied by leaders in the trade and their ladies and guests. In the president's private stage box were President Ferdinand Sulzberger and wife, Sheridan U. Sulzberger, Miss Dulcie Sulzberger, Mr. and Mrs. Max Borg, Mr. and Mrs. Gus Adler, Mr. and Mrs. Max M. Myers, Mrs. Fante and Mrs. Feiberman. Other stage boxes were occupied by Vice-president M. J. Sulzberger and party, Secretary Nathan Grabenheimer and party and Mr. Isaac Steifel and party.

Among the occupants of boxes were the following: Box 1—Mr. Poole, Mr. Brooks and others. Box 2—E. J. Cohen, Miss Martin, Miss Stone, Dr. Floersheim. Box 3—Mr. and Mrs. S. Lobel, Leon Kohn. Box 4—Mr. and Mrs. Sol. J. London, Mr. and Mrs. J. J. Bernstein, Mr. and Mrs. Louis A. London, Mr. and Mrs. Jacob Bloch, Mr. E. M. London and Miss Marion London, Mr. E. A. London and Miss Edith London, Mr. Felix Bauer and Miss Florence Bauer, Mr. and Mrs. F. Bloch and Mr. H. A. Bleeker.

Box 5—Mr. L. F. Gerber, Mr. Wm. Wirsing, Mr. and Mrs. Waldman, Misses J. and B. Mullen. Box 6—Mr. and Mrs. Mortimer Thompson, Miss Lombard, Mr. J. H. Finley, Mr. Lloyd Stark, Mr. A. W. Clark, Mr. Schwarzschild. Box 7—Mr. and Mrs. Kane, Mr. Peters. Box 8—Mr. Herman Brand and friends. Box 9—Mr. and Mrs. Kennedy, Mr. Comerton and friends. Box 11—Mr. Wm. Robinson and friends.

Box 12—Mr. and Mrs. M. Mayer, Mr. and Mrs. L. Plaut. Box 13—Dr. and Mrs. Isaacs, Dr. and Mrs. Rosekranz, Dr. Partland. Box 14—Dr. and Mrs. Hayes, Mr. M. M. Behrend, Miss Schoenfeld. Box 15—Mr. and Mrs. Eidlitz, Mr. and Mrs. C. R. Wilson, Mr. E. Manheimer, Miss B. Davis, Mr. and Mrs. S. Bachenheimer, Mr. L. Macurdy. Box 16—Dr. and Mrs. Ferster.

Box 17—The United Dressed Beef Company party. Box 18—Mr. Al. Samuels and friends. Box 19—Mr. and Mrs. Brice, John Doran, Mr. Turner. Box 20—Mr. Boyle, Mr. MacCormack, Mr. Dallas. Box 21—Mr. and Mrs. Williams, Mr. Terhune. Box 22—Mr. and Mrs. L. Joseph, Mr. and Mrs. Powell, Miss Katz, Mr. Katz, Mr. Klatz, Miss Kleebi, Miss Himmell, Mr. Kahn, Messrs. P. & T. Terhune.

Box 23—Mr. D. C. Link, Mr. C. L. Fabre and friends. Box 24—Mr. and Mrs. A. Gordon, Mr. Ruble. Box 25—Dr. and Mrs. Dreyfuss.

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#### OMAHA PROVISION STOCKS.

(Continued from page 24.)

P. S. lard "contract" tcs.	1,686	1,673
Other kinds lard, tcs...	2,542	1,822
Short rib middles, lbs...	128,231	466,050
Short clear middles, lbs.	53,254	206,318
Extra S. C. middles, lbs.	1,535,460	2,938,740
Extra S. R. middles, lbs.	378,222	1,736,543
D. S. fat backs, lbs...	1,040,577	.....
D. S. shoulders, lbs...	427,687	358,272
S. P. shoulders, lbs...	101,600	125,995
S. P. hams, lbs...	4,484,868	4,077,216
D. S. bellies, lbs...	2,174,859	3,696,111
S. P. bellies, lbs...	1,660,076	1,598,632
S. P. Calif. or picnic hams, lbs.	1,314,594	1,317,573
S. P. skinned hams, lbs.	2,487,456	4,371,471
Other cut meats, lbs...	403,803	1,451,315
Total cut meats, lbs...	16,190,687	22,344,336

#### LIVE HOGS.

	Nov. 1912.	Nov. 1911.
Received	183,350	151,903
Shipped	13,078	3,210
Driven out	170,272	148,693
Average weight	235	243

#### St. Joseph.

	Nov. 30, 1912.	Nov. 30, 1911.
Mess pork, new, made since Oct. 1, '11, bbls.	3	6
Other kinds of barrelled pork, bbls.	583	1,130
P. S. lard in storage tanks and tierces made since Oct. 1, '12, tcs.	1,993	1,539
Other kinds of lard, tcs.	2,549	2,371
Short rib middles made since Oct. 1, '12, lbs.	139,000	1,456,926
Short clear middles, lbs.	54,500	239,000
Extra S. C. middles made since Oct. 1, '12, lbs.	450,885	1,661,354
Extra S. R. middles, lbs.	286,468	1,004,779

#### Milwaukee.

	Nov. 30, 1912.	Nov. 30, 1911.
Mess pork, winter packed, new, bbls...	58	5,025
Other kinds of barrelled pork, bbls.	2,447	3,499
Prime steam lard, contract, tcs.	818	5,280
Other kinds of lard, tcs.	1,505	1,153
Short rib middles, lbs.	118,569	1,539,589
Extra S. R. middles, lbs.	295,746	1,253,874
Short clear middles, lbs.	47,572	96,000
Extra S. C. middles, lbs.	194,182	556,356
D. S. short fat backs, lbs.	225,996	.....
D. S. shoulders, lbs...	172,079	370,582
S. P. shoulders, lbs...	93,800	344,400
S. P. hams, lbs...	1,904,400	2,157,600
D. S. bellies, lbs...	1,459,536	2,186,259
S. P. bellies, lbs...	1,036,610	920,230
S. P. Calif. or picnic hams, lbs.	735,280	628,160
S. P. skinned hams, lbs.	1,007,500	1,331,600
Other cut meats, lbs...	1,123,162	4,091,619
Total cut meats, lbs...	8,504,432	15,476,269

#### LIVE HOGS.

Receipts	128,742	136,382
Shipments	11,496	7,013

#### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, December 4.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 12½c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12c.; 14@16 lbs. ave., 11½@12c.; 18@20 lbs. ave., 11½@12c. Sweet pickled, 8@10 lbs. ave., 14½c.; 10@12 lbs. ave., 14½@14½c.; 12@14 lbs. ave., 14@14½c.; 14@16 lbs. ave., 13½@13½c.; 18@20 lbs. ave., 13½@13½c.

Skinned Hams—Green, 14@16 lbs. ave., 12½c.; 16@18 lbs. ave., 12½c.; 18@20 lbs. ave., 12½c.; 22@24 lbs. ave., 12@12½c. Sweet pickled, 14@16 lbs. ave., 12½@13c.; 16@18 lbs. ave., 12½@13c.; 18@20 lbs. ave., 12½@13c.; 22@24 lbs. ave., 12@12½c.

N. Y. Shoulders—Green, 10@12 lbs. ave., 11@11½c. Sweet pickled, 10@12 lbs. ave., 11½@11½c.

Picnic Hams—Green, 5@6 lbs. ave., 11@11½c.; 6@8 lbs. ave., 10½c.; 8@10 lbs. ave., 10½@10½c.; 10@12 lbs. ave., 10½@10½c. Sweet pickled, 5@6 lbs. ave., 11½@11½c.; 6@8 lbs. ave., 11½c.; 8@10 lbs. ave., 10½c.; 10@12 lbs. ave., 10½@10½c.

Clear Bellies—Green, 6@8 lbs. ave., 14½@14½c.; 8@10 lbs. ave., 13½@13½c.; 10@12 lbs. ave., 13½@13½c.; 12@14 lbs. ave., 12½@13c. Sweet pickled, 6@8 lbs. ave., 14@14½c.; 8@10 lbs. ave., 13½@14c.; 10@12 lbs. ave., 13½@13½c.; 12@14 lbs. ave., 13½@13½c.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$8.25@9.00
Poor to fair native steers.....	5.00@8.00
Oxen, and stags.....	3.50@6.00
Bulls and dry cows.....	2.75@6.25
Good to choice native steers one year ago.....	6.05@7.75

## LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.....	7.25@11.25
Live calves, barnyard.....	4.25@ 5.00
Live veal calves, Western, per 100 lbs.....	6.50@ 7.50

## LIVE SHEEP AND LAMBS.

Live lambs, common to prime, per 100 lbs. 7.25@ 7.75	
Live lambs, yearlings.....	4.50@ 5.50
Live lambs, culs.....	@ 5.50
Live sheep, common to prime, per 100 lbs. 3.00@ 4.00	
Live sheep, culs, per 100 lbs.....	2.00@ 2.50

## LIVE HOGS.

Hogs, heavy.....	@ 8.05
Hogs, medium.....	@ 8.00
Hogs, 140 lbs.....	@ 8.00
Pigs.....	@ 7.95
Rough.....	6.75@ 6.95

## DRESSED BEEF.

## CITY DRESSED.

Choice native heavy.....	14 @15
Choice native light.....	14 @14 1/2
Native, common to fair.....	11 @12 1/2

## WESTERN DRESSED BEEF.

Choice native heavy.....	13 @14
Choice native light.....	@13
Native, common to fair.....	@12 1/2
Choice Western, heavy.....	@12 1/2
Choice Western, light.....	11 @11 1/2
Common to fair Texas.....	9 1/2@10 1/2
Good to choice halfers.....	@11 1/2
Common to fair halfers.....	@10
Choice cows.....	@10
Common to fair cows.....	8 1/2@ 9
Common to fair oxen and stags.....	@11
Fleshy Bologna bulls.....	9 1/2@ 9 1/2

## BEEF CUTS.

Western.....	City.
No. 1 ribs.....	18 19 @20
No. 2 ribs.....	15 16 @17
No. 3 ribs.....	11 12 @14
No. 1 loins.....	18 @21
No. 2 loins.....	15 @18
No. 3 loins.....	12 @13
No. 1 hinds and ribs.....	—@— 16 1/2@17
No. 2 hinds and ribs.....	—@— 14 @15
No. 3 hinds and ribs.....	—@— 12 @13
No. 1 rounds.....	11 @12 11 @11 1/2
No. 2 rounds.....	10 10 1/2@11
No. 3 rounds.....	9 1/2@10
No. 1 chucks.....	11 @12 12 @12 1/2
No. 2 chucks.....	9 @10 11 @11 1/2
No. 3 chucks.....	6 1/2@ 8 10 @10 1/2

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb. 14	@15
Veals, county dressed, per lb. ....	12 1/2@14
Western calves, choice.....	14 @16
Western calves, fair to good.....	12 @13
Western calves, common.....	9 @11
Grassers and buttermilks.....	8 @10

## DRESSED HOGS.

Hogs, heavy.....	@10%
Hogs, 180 lbs.....	@10%
Hogs, 160 lbs.....	@10%
Hogs, 140 lbs.....	@11 1/2
Pigs.....	@11%

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb. ....	@12
Lambs, good.....	@11 1/2
Sheep, choice.....	8 @ 8 1/2
Sheep, medium to good.....	6 @ 7 1/2
Sheep, culs.....	5 @ 6

## PROVISIONS.

## (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@16%
Smoked hams, 12 to 14 lbs. avg.....	@15%
Smoked hams, 14 to 16 lbs. avg.....	@15
Smoked picnics, light.....	@14
Smoked picnics, heavy.....	@13 1/2
Smoked shoulders.....	@13
Smoked bacon, boneless.....	@17 1/2

## GREEN CALFSKINS.

No. 1 skins.....	@ .25
No. 2 skins.....	@ .24
No. 3 skins.....	@ .19
Branded skins.....	@ .15
Ticky skins.....	@ .15
No. 1 B. M. skins.....	@ .28
No. 2 B. M. skins.....	@ .21
No. 1, 12 1/2-14.....	@ 2.95
No. 2, 12 1/2-14.....	@ 2.70
No. 1 B. M., 12 1/2-14.....	@ 2.45
No. 2 B. M., 12 1/2-14.....	@ 2.20
No. 1 kips, 14-18.....	@ 3.15
No. 2 kips, 14-18.....	@ 2.90
No. 1 B. M. kips.....	@ 2.65
No. 2 B. M. kips.....	@ 2.40
No. 1, heavy kips, 18 and over.....	@ 4.00
No. 2, heavy kips, 18 and over.....	@ 3.75
Branded kips.....	@ 2.20
Heavy branded kips.....	@ 2.55
Ticky kips.....	@ 2.45
Heavy tacky kips.....	@ 2.80

## DRESSED POULTRY.

Turkeys—Dry packed, avg. best—	
Maryland, Delaware and Jersey.....	23 @ 24
State and Pennsylvania, selected.....	@ 22
Western, dry-picked, selected, bbls.....	@ 20
Western, dry-picked, av. best, bbls.....	@ 18
Western, scalded, selected, bbls.....	@ 19

## FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy.....	@ 15 1/2
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	@ 14
Fowl—Barrels—	
Southern and S. Western, dry-picked, avg. best.....	@ 13
Other Poultry—	
Old Cocks, per lb. ....	@ 11
Squabs, prime, white, 10 lbs. to doz. per doz. ....	@ 4.50

## LIVE POULTRY.

Fowls, medium and poor grades.....	@ 13
Fowls, via freight, heavy fancy.....	@ 14
Old roosters, per lb. ....	@ 10 1/2
Turkeys, hens and toms, mixed.....	@ 17
Ducks, Western, per lb. ....	@ 15
Geese, per lb., Western.....	@ 14
Guineas, per pair.....	@ 65
Pigeons, per pair.....	@ 23

## BUTTER.

Creamery, Extras.....	@ 38
Creamery, Firsts.....	34 @ 37
Process, Extras.....	27 1/2 @ 28
Process, Firsts.....	26 @ 27

## EGGS.

Fresh gathered, extras.....	30 @ 42
Fresh gathered, extra firsts.....	35 @ 38
Fresh gathered, firsts.....	30 @ 34
Fresh gathered, seconds and lower grades.....	22 @ 28
Fresh gathered, dirties.....	16 @ 21
Fresh gathered, checks.....	15 @ 19
Refrigerator firsts, local storage, charges paid.....	21 @ 22
Refrigerator firsts on dock.....	21 @ 21 1/2

## FERTILIZER MARKETS.

## BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	20.00 @ 20.50
Bone meal, raw, per ton.....	@ 27.50
Hoof meal, per unit, Chicago.....	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	2.55 @ 2.57 1/2
Nitrate of soda—spot.....	@ 2.60
Bone black, discard, sugar house del. New York.....	20.00 @ 21.00
Dried tankage, N. Y., 11 to 12 per cent, ammonia Chicago, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.65 and 10c.
Garbage tankage, f. o. b. New York.....	2.35 and 10c.
Fish scrap, dried 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal).....	@ 9.00
Foreign fish guano, testing 18@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and New York News.....	2.90 and 10c.
Wet, acidulated, 7 p. c. ammonia per unit available phosph. acid).....	3.10 and 10c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	@ 3.20
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.20
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	5.50 @ 7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs. ....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

## SALTPETRE.

Crude.....	4 1/2 @ 5
Refined—Granulated.....	5 1/2 @ 7
Crystals.....	5 1/2 @ 7
Powdered.....	5 @ 6

